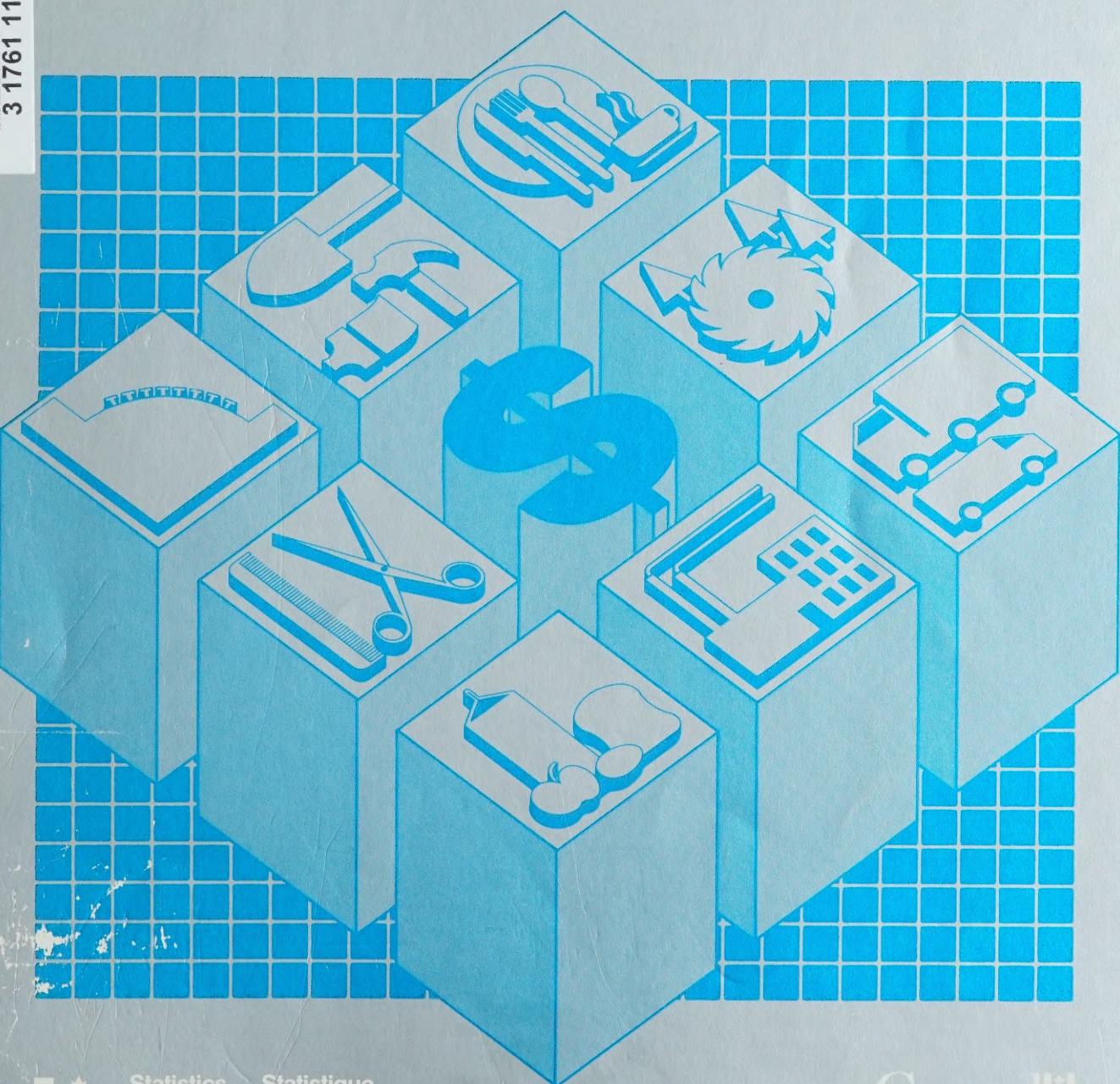


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# Investment Prospectus on Small Business Statistics



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**INVESTMENT PROSPECTUS  
ON  
SMALL BUSINESS STATISTICS**

**SMALL BUSINESS STATISTICS  
STATISTICS CANADA  
FEBRUARY 14, 1986**

*Version française disponible  
sur demande (613) 990-9046*



## INVESTMENT PROSPECTUS

### PREFACE

This Prospectus sets out a statistical program designed to address urgent data needs of small businesses and of analysts pursuing related policy issues. In order to conduct this program, at a time of budgetary stringency, Statistics Canada requires that the marginal cost of the program be funded on a user pay basis. Users will determine whether the program, or which parts thereof, will go forward.

The program is a reflection of the explicit requirements of three constituencies:

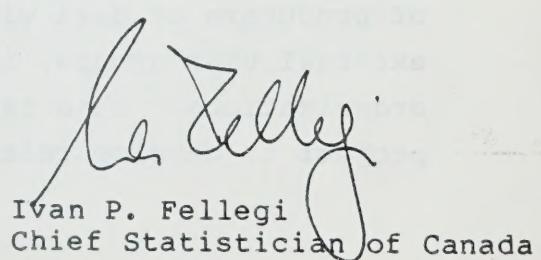
- provincial small business ministries expressed in a series of federal-provincial data user conferences, the most recent of which took place in Toronto on November 21-22, 1985;
- Department of Regional Industrial Expansion requirements expressed through DRIE staff seconded to Statistics Canada; and
- an internal consultant report based on a broad canvass of producers of data within Statistics Canada and many external user groups, including several private sector organizations. This report led to the formulation of a project to develop relevant small business statistics.

As described in this Prospectus, several projects are already in progress. Two reports are expected to be published in the first half of 1986 (Small Business in the Canadian Economy, 1983 - a joint Federal Business Development Bank/Statistics Canada project and, Employment Creation in Canada: A Longitudinal Study, 1978-82 - Statistics Canada Cat #18-501). These reports were partly financed through cost recovery funds. But to ensure a continued and much broader series of small business publications more secure and longer term funds must be acquired.

To this end two kinds of efforts are currently underway:

- consultation with concerned private sector organizations and crown corporations with a view to enlisting their advice on program content and their financial participation in the Small Business Statistics program; and
- preparation for the February 19, 1986 meeting of federal-provincial small business ministers at Banff, Alberta.

The success of the program will depend on your reaction to the Prospectus and your support for the studies described in the pages that follow.



Ivan P. Fellegi  
Chief Statistician of Canada

February, 1986

## TABLE OF CONTENTS

Preface	Page
<u>1.1 Introduction:</u>	3
<u>2. Existing Data on Small Business</u>	
2.1 Published Sources	5
2.2 Special Request Sources	5
<u>3. Enhancements Feasible Over the Short Term</u>	
3.1 Business Profile, Financial and Operating Ratios	6
3.2 Survey of Employment, Payroll and Hours (SEPH)	22
3.3 Quarterly Survey of Manufacturing	26
3.4 Current and Expected Manufacturing Production	32
3.5 Changes in Financial Position	35
3.6 Employment Creation	40
3.7 Demographic and Earnings Profile of Business Employment	48
<u>4. New Initiatives Proposed</u>	
4.1 Business Births and Deaths	52
4.2 Sales Per Square Metre/Foot	57
4.3 Employment Creation and Financial Performance	64

4.4 Job Severance by Reason and Subsequent Activity	66
4.5 Exports by Company Size	69
4.6 Labour Market Profile	72
<b><u>5. Investment Synopsis</u></b>	<b>76</b>
Annex A Statistics Canada Published Data on Small Business	77
Annex B Special Request Sources	83
Annex C 1982 Estimates of Firms	85

## 1. INTRODUCTION

The small business community is large, appears to be growing faster than are big businesses, and adds an important degree of flexibility to our rapidly changing economy. In 1978, for instance, small businesses (less than 20 employees) accounted for 20.2% of total private sector employment whereas by 1983 their employment share had grown to 23.3%. They are proficient in exploiting niches seen to be opening up in the marketplace as indicated by the some 100,000 new business ventures launched every year in Canada. Between 1978 and 1983 these thousands of new and small enterprises accounted for 100% of all new jobs created in the private sector. In fact, small business employment growth compensated for a 15% decrease in jobs among medium and large firms during this time period.

Many new technologies would appear to favour a smaller scale production for services and goods. For instance, new relatively inexpensive and small sized laser printers produce a better quality product than do more expensive larger, older technology machines which require longer production runs to meet expenses and remain profitable. In this case a new technology is pushing the restructuring of an industry towards lower entry costs, shorter production runs, and fewer employees per establishment. The economy's shift towards the relatively more labour intensive service industries would also appear to be a factor favouring small business. Smaller

organizations are well suited to respond to the wide diversity of consumer services being demanded by an affluent and well educated population.

Statistics Canada has yet to respond in an integrated and systematic manner to this emerging structural shift towards small business. Few statistical series produced by the Bureau have a company size stratification. Fewer offer the fine industrial and geographic detail required by small, local market oriented businesses and the public and private sector business analysts who devise policies and deliver programs to this sector.

This Investment Prospectus sets out a program to address many of the most urgent data needs of small businesses and of analysts pursuing related policy development studies. The Prospectus is comprised of this present introductory section and four others. Section 2 attempts to list the existing statistical series which relate to small business. Section 3 presents seven projects which are categorized as enhancements to existing efforts. The fourth section proposes six totally new projects. Finally, Section 5 provides a single page synopsis of the proposed program in its entirety over the next three fiscal years.

## 2. EXISTING DATA ON SMALL BUSINESS

### 2.1 Published Sources

Annex A (see page 77) exhibits most of the existing series of publications having a size of business component. These publications tend to be catalogued by industry sector whereas many small business data users have requirements which cut across these lines. To respond to this need Statistics Canada could publish a specially developed cross reference Index to Small Business Data.

### 2.2 Special Request Sources

Annex B (see page 83) exhibits existing data series from which customized tabulations have been prepared on a special request and cost recovery basis. The Small Business Statistics Project Team plans to document such small business special requests with a view to facilitating access. For example, such data could be placed on CANSIM and the matrix numbers published in an Index To Small Business Data. As well, it is possible to put out a regular Electronic Fact Sheet on CANSIM to publicize the availability of new data series. The Federal Business Development Bank's AIM network might also be used in this manner.

### 3. ENHANCEMENTS FEASIBLE OVER THE SHORT TERM

#### 3.1 BUSINESS PROFILES, FINANCIAL AND OPERATING RATIOS

##### 3.1.1. Applications

###### \* Counselling Tool

Profile and ratio data can serve as a key small business/entrepreneur counselling tool particularly in the preparation of business plans.

Inadequate business planning, for example inadequate provision for the working capital required to support slow turnover periods, has been identified as a major cause of business failure. Reliable, and timely, financial profile and operating results by size of business could help to identify such potential problem areas during the critical planning phase when something can still be done to correct anticipated shortfalls. This information would benefit both entrepreneurs and financiers and may result in fewer business failures and fewer bad loans.

###### \* Credit & Equity Analysis

The production of these statistics would facilitate credit and equity requirements analysis undertaken by bankers, government program administrators, venture capitalists and others before investments are placed. Use of the broad, non-size stratified industry ratios now

available can result in sub-optimal decisions (either too little or too much credit advanced). Both situations increase the risk of business failure.

\* Management Tool

This data can serve as a management tool in assessing a given firm's performance. Reliable benchmark data is a prerequisite to better management decision-making. Small business managers have often been criticized for operating on intuition rather than on facts. With readily available and reliable ratio data small business advisers such as accountants, will be able to assist their small business managers in their attempts to optimize their operations.

\* Inter-Regional Industry Performance

Profile and ratio data allows a comparison of inter-regional industry performance to be made. Currently available broad industry averages do not provide fine enough detail for reasonable comparisons to be made. For example, a potential explanation for the poor financial performance of small truck operators could be found by comparing their operating ratios in different political jurisdictions. Significantly higher fuel, licensing or tax expenses in a given area may be contributing to the local problems of that industry.

3.1.2. The Past

Detailed ratios by company size and by province are currently available (from Statistics Canada) in four industries only: Florists,

Hardware, Jewelry and Family Clothing stores. In March 1986 two more industry reports will be published - Drug stores and Men's Clothing stores. This is, however, considerably less than the 100 industries (see Annex C on page 85) (1980 SIC basis) where Statistics Canada has been requested to produce such reports by provincial small business ministries.

Where relevant ratio information has been available e.g. Retail Family Clothing Stores, Cat. #63-612, demand is strong. Cat. #63-612 quickly sells out (typically 1,000 copies within three months). This demand is achieved, it should be noted, with only the regular publicity i.e. a release in the Statistics Canada Daily. With advertising support in appropriate trade journals and other sources e.g. FBDB's Profits magazine (copies are circulated to 800,000 small businesses) it is estimated that demand would be several orders of magnitude higher. Industry associations will be asked to promote the availability of these data in their newsletters and to advertise their availability in appropriate trade journals.

Over the past four years consultations with the small business community, provincial governments, crown corporations and professional associations have identified the profiles, results, ratios and the industries where such detail is required. In 1982, for example, after consultations with interested groups including the Canadian Federation of Independent Business, the Canadian Institute of Chartered Accountants and the Canadian Bankers Association, experimental ratio tabulations (from corporate tax records) were prepared for 182

industries by company size. These were published as Financial Data for Canadian Corporations by Hickling Partners Ltd. In 1983 this company was dissolved for reasons unrelated to this publication and this private sector led initiative lapsed. The Industrial Organization Division of Statistics Canada then attempted to improve the quality of the output, even adding a regional dimension to the tabulations, but resource and technical limitations (noted in #3.1.4. below) forced termination of this work. However, the Division continues its publication of non-size stratified financial and operating ratios of corporations (see Corporation Financial Statistics cat. 61-207).

Since 1983 the limited (4 industries) and occasional publication of operating results produced by the Retail Trade Division has continued. This ratio work is designated as a second priority and performed on a "fill-in" basis in the Division's regular activity cycle. Increased regular workload in the Division has recently threatened even this limited effort.

### 3.1.3. The Present

After an examination of documented user demands for profiles, results and ratios, plus a review of the tools available to produce these ratios over the short term, the Small Business Statistics Project Team is now proceeding with work on a set of seven publications as noted below. The selection of these seven regions is a compromise between

best efforts to portray the data by province, sampling enough firms to maintain reliable estimates, keeping costs in line, and yet producing a product which will be used and valued by the business community. This work is being carried out on the basis of a special research project using temporary resources amassed from throughout the Bureau after the mid-year budget review.

These seven publications will depict up to forty-one financial and operating ratios; a count of firms including incorporated and unincorporated businesses; plus balance sheet and income statement profiles as shown in Graphics 3-1A to 3-1E. These graphics depict four variations of Business Planning Ratios which are particularly designed for Retail Trade, Services, Transportation and the Operators of Buildings and Hotel sectors. Reports will be prepared for sixteen industries using 1984 figures and for four industries using 1983 data.

The data development phases of this work will continue to the end of this fiscal year. The analysis will proceed through the spring with publication to follow in late summer of 1986. This publication will portray three small business sales size groups, \$10K-50K, \$50K-500K, and \$500K-2M. After 1987, it should become possible to provide similar data for the larger business spectrum as well, i.e. \$2M-5M, \$5M-20M, \$20M+.

YEAR 1984

**REGION:**

**INDUSTRY NAME:**

SIC #

## **FINANCIAL ANALYSIS RATIOS**

REGION:

INDUSTRY NAME:

SIC#

BUSINESS PLANNING RATIOS

ITEM	REVENUE SIZE GROUPS IN \$				CANADA 2-5M. 5-20M. 20M+ TOTAL
	10-50K	50-500K	500K-2M.	TOT.	
<b>% OF REVENUE</b>					
SALES (products)					
SALES (services)					
OTHER REVENUE					
TOTAL REVENUE					
OPENING INVENTORY					
PURCHASES					
CLOSING INVENTORY					
COST OF GOODS SOLD					
GROSS PROFIT					
WAGES AND SALARIES					
EMPLOYEE BENEFITS					
ADVERTISING					
BUSINESS AND PROPERTY TAXES					
RENT (real estate)					
INSURANCE					
BANK INTEREST AND CHARGES					
DEPRECIATION					
REPAIRS AND MAINTENANCE					
PROFESSIONAL FEES					
FRANCHISE FEES					
OFFICE AND STORE SUPPLIES					
TELEPHONE, HEAT, LIGHT AND WATER					
DELIVERY, EXPRESS AND FREIGHT					
TRAVEL AND ENTERTAINMENT					
ALL OTHER EXPENSES					
TOTAL, ALL EXPENSES					
NET PROFIT (LOSS)					
<b>FORMAT PROPOSED FOR: RETAIL TRADE INDUSTRIES</b>					
<b>1984</b>	<b>INDUSTRY PROFILE</b>				<b>TOTAL (1)</b>
NUMBER UNINCORPORATED BUSINESSES					
NUMBER INCORPORATED BUSINESSES					
TOTAL NUMBER OF BUSINESSES					
UNINCORPORATED BUSINESS REVENUES					
INCORPORATED BUSINESS REVENUES					
TOTAL REVENUES					
ESTIMATED VALUE ADDED/SALE (%)					
<b>1981</b>					
NUMBER UNINCORPORATED BUSINESSES					
NUMBER INCORPORATED BUSINESSES					
TOTAL NUMBER OF BUSINESSES					
UNINCORPORATED BUSINESS REVENUES					
INCORPORATED BUSINESS REVENUES					
TOTAL REVENUES					
ESTIMATED VALUE ADDED/SALE (%)					

(1) Includes incorporated firms reporting &lt; \$10K in sales.

**REGION:** \_\_\_\_\_ **YEAR** 1984

**INDUSTRY NAME:** \_\_\_\_\_ **SIC#** \_\_\_\_\_

**BUSINESS PLANNING RATIOS**

<b>ITEM</b>	<b>REVENUE SIZE GROUPS IN \$—</b>				<b>CANADA</b>			
	<b>10-50K</b>	<b>50-500K</b>	<b>500K-2M.</b>	<b>TOT.</b>				
	<b>% OF REVENUE</b>							
REVENUE FROM SALES (services)								
OTHER REVENUE								
TOTAL REVENUE								
RENT(real estate)								
WAGES AND SALARIES								
EMPLOYEE BENEFITS								
DEPRECIATION ON BUILDING AND EQUIPMENT								
MORTGAGE INTEREST								
BANK INTEREST AND CHARGES								
SUPPLIES								
INSURANCE								
TAXES (excl. income)								
PROFESSIONAL FEES								
TRAVEL AND ENTERTAINMENT								
TELEPHONE, HEAT, LIGHT AND WATER								
OTHER EXPENSES								
TOTAL EXPENSES								
NET PROFIT (LOSS)								
<b>1984</b>	<b>INDUSTRY PROFILE</b>				<b>TOTAL (1)</b>			
NUMBER UNINCORPORATED BUSINESSES								
NUMBER INCORPORATED BUSINESSES								
TOTAL NUMBER OF BUSINESSES								
UNINCORPORATED BUSINESS REVENUES								
INCORPORATED BUSINESS REVENUES								
TOTAL REVENUES								
ESTIMATED VALUE ADDED/SALE (%)								
<b>1981</b>								
NUMBER UNINCORPORATED BUSINESSES								
NUMBER INCORPORATED BUSINESSES								
TOTAL NUMBER OF BUSINESSES								
UNINCORPORATED BUSINESS REVENUES								
INCORPORATED BUSINESS REVENUES								
TOTAL REVENUES								
ESTIMATED VALUE ADDED/SALE (%)								

**FORMAT PROPOSED FOR:  
SERVICE INDUSTRIES**

(1) Includes incorporated firms reporting < \$10 K in sales.

REGION:

YEAR 1984

INDUSTRY NAME:

SIC#

BUSINESS PLANNING RATIOS

ITEM	REVENUE SIZE GROUPS IN \$ -				CANADA			
	10-50K	50-500K	500K-2M.	TOT.	2-5M.	5-20M.	20M.+	TOTAL
					% OF REVENUE			
REVENUE FROM SALES								
OTHER REVENUE								
TOTAL REVENUES								
FUEL EXPENSE (gas, oil, lubricants, etc.)								
INSURANCE								
REPAIRS & MAINTENANCE								
TAXES & LICENSES (ex. income)								
DEPRECIATION EXPENSE								
RENTALS - EQUIPMENT (leasing)								
FEES (terminals, stands, etc.)								
WAGES AND SALARIES								
EMPLOYEE BENEFITS								
RENT (real estate)								
ADVERTISING								
BANK INTEREST AND CHARGES								
PROFESSIONAL FEES								
TELEPHONES, HEAT, LIGHT AND WATER								
ALL OTHER EXPENSES								
TOTAL EXPENSES								
NET PROFIT (LOSS)								
<b>1984</b>	<b>INDUSTRY PROFILE</b>				<b>TOTAL (1)</b>			
NUMBER UNINCORPORATED BUSINESSES								
NUMBER INCORPORATED BUSINESSES								
TOTAL NUMBER OF BUSINESSES								
UNINCORPORATED BUSINESS REVENUES								
INCORPORATED BUSINESS REVENUES								
TOTAL REVENUES								
ESTIMATED VALUE ADDED/SALE (%)								
<b>1981</b>								
NUMBER UNINCORPORATED BUSINESSES								
NUMBER INCORPORATED BUSINESSES								
TOTAL NUMBER OF BUSINESSES								
UNINCORPORATED BUSINESS REVENUES								
INCORPORATED BUSINESS REVENUES								
TOTAL REVENUES								
ESTIMATED VALUE ADDED/SALE (%)								

(1) Includes incorporated firms reporting < \$10 K in sales.

**REGION:** \_\_\_\_\_ **YEAR** 1984  
**INDUSTRY NAME:** \_\_\_\_\_ **SIC#** \_\_\_\_\_

**BUSINESS PLANNING RATIOS**

ITEM	REVENUE SIZE GROUPS IN \$ -				CANADA				
	10-50K	50-500K	500K-2M.	TOT.		SUB	2-5M.	5-20M.	20M.+
% OF REVENUE									
REVENUE FROM SALES (rentals)									
OTHER REVENUE									
TOTAL REVENUE									
MORTGAGE INTEREST									
DEPRECIATION ON BUILDINGS AND EQUIP.									
REPAIRS & MAINTENANCE									
HEAT									
LIGHT									
TAXES (ex. income)									
CLEANING EXPENSE									
INSURANCE									
PROFESSIONAL FEES									
WAGES AND SALARIES									
EMPLOYEE BENEFITS									
FRANCHISE FEES									
LAUNDRY EXPENSE									
BANK INTEREST AND CHARGES									
OTHER EXPENSES									
TOTAL EXPENSES									
NET PROFIT (LOSS)									

**INDUSTRY PROFILE**

<b>1984</b>	NUMBER UNINCORPORATED BUSINESSES	<b>TOTAL (1)</b>
	NUMBER INCORPORATED BUSINESSES	
	TOTAL NUMBER OF BUSINESSES	
	UNINCORPORATED BUSINESS REVENUES	
	INCORPORATED BUSINESS REVENUES	
	TOTAL REVENUES	
	ESTIMATED VALUE ADDED/SALE (%)	
<b>1981</b>	NUMBER UNINCORPORATED BUSINESSES	
	NUMBER INCORPORATED BUSINESSES	
	TOTAL NUMBER OF BUSINESSES	
	UNINCORPORATED BUSINESS REVENUES	
	INCORPORATED BUSINESS REVENUES	
	TOTAL REVENUES	
	ESTIMATED VALUE ADDED/SALE (%)	

(1) Includes incorporated firms reporting < \$10 K in sales.

The seven geographic editions are as follows:

Atlantic

Quebec

Ontario

Manitoba and Saskatchewan

Alberta

British Columbia

Canada (including NWT and Yukon)

In each regional edition it may be possible to present some of the more highly populated industry sectors i.e. those industries with many businesses, for the following metropolitan areas:

St. John's

Halifax

Saint John

Charlottetown

Quebec City

Montreal

Toronto

Hamilton

Ottawa

Winnipeg

Regina

Saskatoon

Calgary

Edmonton

Vancouver

The study presently underway will cover the following twenty industries:

Taxicabs	Insurance and Real Estate Agencies
Truck Transport	Management and Business Consultants
Family Clothing Stores*	Hotels and Motels
Appliance, Radio, T.V. Stores	Restaurants
Gasoline Service Stations	Barber and Beauty Shops
Florists*	Laundries
Hardware Stores*	Machinery and Equipment Rentals
Toys and Hobby Stores	Welding
Operators of Buildings and Dwellings	Services to Buildings and Dwellings
Jewellery Stores*	Ticket and Travel Agencies

\* report will be on 1983 data since a prespecified sample had already been drawn for these four industries.

Of the 850,000 (in scope) universe of T-1's, and T-2's below the \$2M sales threshold, 120,000 firms had already been selected for a cross-sectional sample for the 1984 data year. This sample can accurately reflect universe variations in industrial classification to the three digit SIC level for many large urban centres. But only 29 information items are normally manually transcribed and key punched by Statistics Canada clerical staff. This traditional mode of operation allows only a few of the major financial ratios to be calculated. To enable a fuller range of financial, as well as operating ratios, to be calculated an additional 35 items have been identified, transcribed, edited, key punched, verified and will shortly be analyzed. Needless to say this is an expensive process. These additional 35 data items were captured for a sample of approximately 25,000 firms in the 20 industries where small firms are most prevalent i.e. industries representing 30% of the total count of firms in the small business universe. With this "focussing approach" we are concentrating our present limited resources in areas where we believe the most benefit can be attained. For approximately three months, this additional data capture work occupied 17 clerical staff (\$93K), a full time supervisor (\$7K) and the part time attention of a senior project officer (\$7K), consulting methodologist (\$3K) and computer support staff(\$10K). The total cost of staff (\$120K), plus additional computer time (\$40K) and other expenses (\$10K) is estimated at \$170,000.

### 3.1.4. Limitations to Present Work Program

The allocation of large firm activity by province is a major challenge, particularly with regard to those firms which are not in a tax paying position. Such firms do not report activities by province on taxation records. It was primarily because of this allocation problem that the ratio publishing initiative of the Industrial Organization Division was terminated in 1983. These allocation problems are now being investigated as a separate project by the Infrastructure Project Team mentioned below. For the present these regional allocation impediments continue to constrain the Bureau from presenting a full sales size spectrum. Meanwhile separate tabulations of profitable and non-profitable firms will be prepared as a partial solution to this problem.

The Infrastructure Project Team is planning a new Central Frame Data Base (CFDB) to provide a direct link between many administrative and survey sources of information. This effort will make it possible to allocate most larger firm data by region or province. CFDB is scheduled to be in operation by April 1987. At this time tabulation of the full size company spectrum could be initiated.

### 3.1.5. The Proposal

In Year I of the Small Business Statistics Program, i.e. 1986/87, ratios would again be produced for 20 small business industries. With sufficient funding the Program will be able to extend this work in Year II (1987/88) to some 100 industries (3 and 4 digit 1980 SIC)

representing over 75% of small businesses. Annex C (see page 85) presents a conversion of the 40 selected industries requested by the provinces on a 1970 SIC basis into the industries they represent on the basis of the 1980 SIC coding standard.

If acted upon, this proposal would necessitate a significant redesign of the Bureau's tax record sampling techniques. To meet the level of industry and regional detail required by small business the sample size would in all likelihood have to be increased and a sample prespecification process may be necessary to cope with smaller regions and/or important industries which are comprised of relatively lower number of firms.

Transcription of these new data items for approximately a sample of 120,000 businesses (to produce ratio data for some 100 SIC's) would require 18 clerical person-years (\$396K), a supervisor (\$26K) part-time attention of a senior project officer (\$30K), a consulting methodologist (\$5K) and computer support staff (\$15K). Total labour costs would be approximately \$472K, computer costs are estimated at \$150K and other expenses might reach \$15K for a project total of \$637,000.

This proposal may also necessitate a modification of the present manner in which Revenue Canada Taxation (RC-T) codes the industry classification of unincorporated firms. Some, as yet unknown, marginal costs of improved industry coding for all unincorporated tax

filers would have to be paid to RC-T to insure that these activities in no way delayed the income tax assessment and refund process. These coding operations take place in the seven regional data centres operated by RC-T.

Improved industry coding of tax records would also yield many beneficial by-products which are not directly related to small business, e.g. improved auditing algorithms for RC-T.

### 3.2. SURVEY OF EMPLOYMENT PAYROLLS AND HOURS (SEPH) \*

#### 3.2.1. Applications

SEPH now produces monthly estimates of employment by industry (up to the 3 digit SIC level) and region (both provinces and certain urban areas). These employment statistics are often used by industry analysts as a fundamental current economic indicator.

---

\* It is estimated that \$50,000 would be required to determine the quality of SEPH size of business data and this investment may be entirely lost if a poor result is discovered. If this first step does indicate further work is warranted then a one time only development cost of \$75,000 would be required for a computer analyst's time, for a half a year, a person-year for a senior methodological statistician and \$15,000 of computer resources. It should be clearly noted, that this is a risky basic research project. However, the appeal of getting more mileage from an existing monthly survey, without increasing paperburden (sample size) is compelling. The argument for pursuing this possibility is strengthened by the realization that annual maintenance costs are only about \$20,000 plus the cost of disseminating results.

SEPH also produces estimates of overtime earnings and hours worked which provides both government analysts and individual businesses with an industry and region specific assessment of labour utilization and average weekly earnings as paid to salaried employees or hourly wage earners.

### 3.2.2. The Present

The determination of SEPH's sample size made use of a three level stratification process. The universe of about 750,000 employers is stratified by 12 provinces and territories, 16 industry groups and 4 size groups (0 to 19, 20 to 49, 50 to 199, and 200 or more paid employees). Therefore, SEPH could actually produce estimates of employment, payrolls and hours by size of business as shown in Graphic 3.2A. However, firm size was only introduced into the sample selection process in order to optimally determine (reduce as much as possible) the number of businesses which had to be surveyed in order to produce reliable estimates. Production of estimates by firm size was not a factor involved in the specification and design of SEPH.

### 3.2.3. The Proposal

The Small Business Statistics Program would like to determine the quality of estimates which could be produced from the SEPH by firm size. If the survey will support this level of disaggregation then routine publication of the statistics presented in graphics 3.2A and 3.2B is proposed.

## Graphic 3.2A

STATISTICS CANADA - SURVEY OF EMPLOYMENT, PAYROLLS AND HOURS  
 COMPANY DATA BASE  
 DECEMBER, 1984  
 NUMBER OF EMPLOYEES AND GROSS WEEKLY PAYROLLS  
 BY COMPANY SIZE AND INDUSTRY OF EMPLOYMENT (1970 SIC)  
 CANADA

INDUSTRY OF EMPLOYMENT	COMPANY SIZE					COMPANY SIZE
	TOTAL	LESS THAN 20	20-49	50-99	100-199	
<b>NUMBER OF EMPLOYEES (000'S)</b>						
TOTAL.....	8,738.1	1,807.8	841.6	588.7	519.6	4,980.5
FORESTRY (031-039) .....	49.6	11.2	3.8	1.8	1.1	31.7
MINING (051-099) .....	149.3	11.9	7.9	6.5	10.1	112.9
MANUFACTURING (101-399) .....	1,625.3	147.0	159.2	140.2	134.6	1,044.3
CONSTRUCTION (404-421) .....	339.6	181.8	59.6	28.7	20.8	48.7
T.C.O.U. (501-579) .....	797.6	81.5	46.3	29.2	35.2	605.4
TRADE (602-699) .....	1,657.9	619.7	221.6	132.0	87.3	597.2
F.I.R.E. (701-737) .....	542.6	119.0	46.3	21.6	20.5	335.2
COMMERCIAL SERV. (823-827, 841-899) .....	1,443.5	592.7	235.5	150.9	90.9	373.5
SUBTOTAL - DRIE INDUSTRIES.....	6,605.4	1,764.8	780.2	511.0	400.6	3,148.8
EDUCATION (801-809) .....	756.8	13.5	15.6	19.1	45.1	663.5
HOSPITALS & WELFARE (821, 822, 828) .....	728.4	28.4	43.5	51.6	58.8	546.2
PUBLIC ADMINISTRATION (909-951) .....	647.5	1.1	2.3	7.1	15.1	621.9
SUBTOTAL - NON-COMMERCIAL.....	2,132.7	42.9	61.4	77.7	119.0	1,831.7
<b>GROSS WEEKLY PAYROLLS (\$ 000'S)</b>						
TOTAL.....	3,565,107.9	516,803.0	284,226.4	217,953.3	201,607.7	2,344,517.5
FORESTRY (031-039) .....	25,458.8	4,744.3	1,745.4	920.5	583.9	17,464.6
MINING (051-099) .....	100,115.7	5,466.6	5,133.2	3,969.9	6,100.1	79,446.0
MANUFACTURING (101-399) .....	757,257.0	46,581.3	55,669.2	52,239.0	53,537.7	549,229.8
CONSTRUCTION (404-421) .....	166,375.8	73,318.0	31,772.1	16,655.2	12,440.0	32,190.5
T.C.O.U. (501-579) .....	417,824.4	26,480.0	16,774.1	12,888.0	17,224.2	344,458.2
TRADE (602-699) .....	491,264.0	163,125.8	71,902.5	47,296.2	29,736.8	179,202.6
F.I.R.E. (701-737) .....	230,776.7	40,146.2	20,870.4	8,706.5	9,196.4	151,857.4
COMMERCIAL SERV. (823-827, 841-899) .....	399,290.0	146,611.8	60,691.9	48,933.0	26,180.6	116,872.6
SUBTOTAL - DRIE INDUSTRIES.....	2,588,362.3	506,473.9	264,558.7	191,608.3	154,999.7	1,470,721.6
EDUCATION (801-809) .....	378,887.8	3,580.1	5,657.8	7,968.2	21,087.6	340,594.1
HOSPITALS & WELFARE (821, 822, 828) .....	258,559.2	6,332.9	12,931.1	15,362.4	18,852.6	205,080.7
PUBLIC ADMINISTRATION (909-951) .....	339,298.6	416.1	1,078.8	3,014.4	6,668.3	328,121.1
SUBTOTAL - NON-COMMERCIAL.....	976,745.6	10,329.0	19,667.7	26,345.0	46,608.0	873,795.9

## Graphic 3.2B

STATISTICS CANADA - SURVEY OF EMPLOYMENT, PAYROLLS AND HOURS  
 COMPANY DATA BASE  
 DECEMBER, 1984  
 NUMBER OF EMPLOYEES AND GROSS WEEKLY PAYROLLS  
 BY COMPANY SIZE AND PROVINCE OF EMPLOYMENT  
 FOR ALL INDUSTRIES EXCEPT 801-822, 828 AND 909-951 (1970 SIC)

- 25 -

Graphic 3.2B

PROVINCE OF EMPLOYMENT	COMPANY SIZE				200+
	TOTAL	LESS THAN 20	20-49	50-99	
<b>NUMBER OF EMPLOYEES (000'S)</b>					
CANADA (INCL. YUKON & NWT).....	6,605.4	1,764.8	780.2	511.0	400.6
NEWFOUNDLAND.....	70.5	20.8	7.3	5.9	4.2
PRINCE EDWARD ISLAND.....	17.0	5.9	2.1	1.9	1.0
NOVA SCOTIA.....	167.3	46.6	20.0	10.2	10.2
NEW BRUNSWICK.....	128.6	35.6	13.7	10.0	6.5
QUEBEC.....	1,617.4	460.9	224.6	139.6	100.8
ONTARIO.....	2,803.6	656.4	299.5	222.3	173.4
MANITOBA.....	256.4	62.2	24.5	23.2	15.0
SASKATCHEWAN.....	181.9	64.3	20.7	10.5	8.7
ALBERTA.....	628.1	174.6	82.7	41.5	41.0
BRITISH COLUMBIA.....	720.0	232.8	82.9	44.9	38.7
<b>GROSS WEEKLY PAYROLLS (\$ 000'S)</b>					
CANADA (INCL. YUKON & NWT).....	2,588,362.3	506,473.9	264,558.7	191,608.3	154,999.7
NEWFOUNDLAND.....	25,761.5	5,333.3	2,360.8	2,012.7	1,247.1
PRINCE EDWARD ISLAND.....	4,709.5	1,495.9	587.4	509.7	226.0
NOVA SCOTIA.....	56,428.4	11,937.8	6,492.7	3,042.9	3,305.6
NEW BRUNSWICK.....	45,387.9	9,123.0	4,041.6	2,710.7	2,469.5
QUEBEC.....	620,476.9	128,042.1	73,190.4	54,031.5	37,102.4
ONTARIO.....	1,105,887.2	186,864.6	106,139.0	83,046.3	66,537.4
MANITOBA.....	90,447.7	15,742.2	7,223.0	6,649.4	5,042.0
SASKATCHEWAN.....	66,610.4	17,622.8	6,527.9	3,843.1	3,452.9
ALBERTA.....	266,979.7	57,775.7	29,278.6	16,290.8	18,087.9
BRITISH COLUMBIA.....	298,676.7	70,936.4	27,787.0	19,101.1	16,968.9

### 3.3 QUARTERLY SURVEY OF MANUFACTURING

#### 3.3.1. Applications

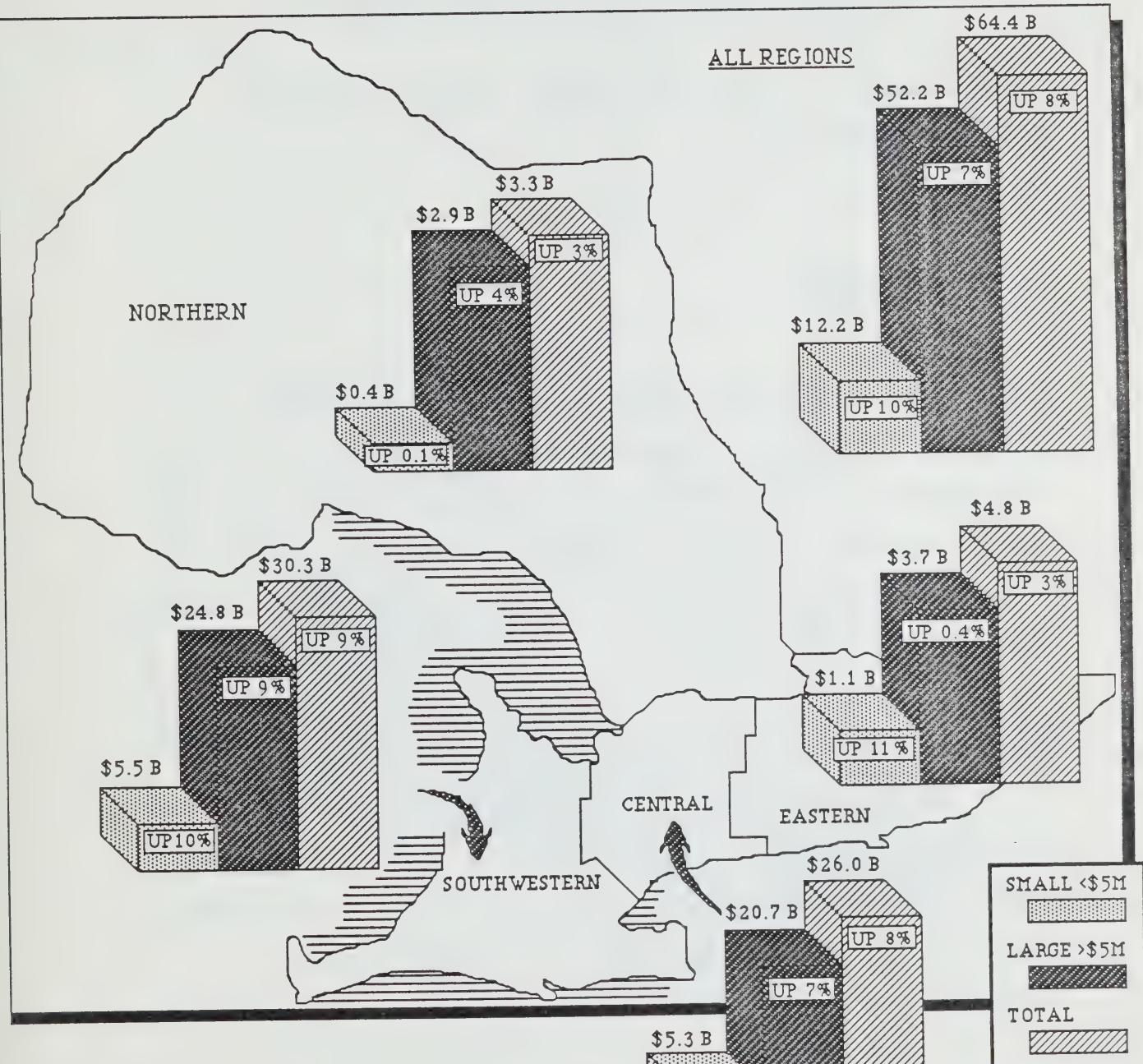
In order to focus their attention on sectors of particular opportunity or decline regional development authorities require up-to-date business performance information. Segmenting such information by size of business provides analysts with an indication of the type of businesses contributing to a given opportunity or problem. A monthly survey of manufacturing by company size (released quarterly) would respond to this need by providing data on the level of manufacturing shipments for each of 29 regions in Canada for two size groups ie. small business (under \$5M revenues) and large business (over \$5M revenues). There would be four regions each in Quebec, Ontario and British Columbia, three each in Alberta, Saskatchewan, New Brunswick, Nova Scotia, and two each in Manitoba and Newfoundland. P.E.I. would be reported as one region.

#### 3.3.2. The Past

Graphic 3.3A depicts the results of a special pilot report providing such sub-provincial information. This pilot report was done on behalf of Ontario Development Corporation for four regions within Ontario. Because of this previous work the development costs of an expanded cross-Canada report would be low.

GROWTH IN VALUE OF SHIPMENTS FOR SMALL VS. LARGE ONTARIO MANUFACTURERS, BY ODC ECONOMIC REGIONS

JANUARY TO JUNE, 1985 RELATIVE TO ONE YEAR EARLIER



- Sources: 1) Percentage change in shipments by Statistics Canada economic region from Statistics Canada Monthly Survey of Shipments, Inventories and Orders.
- 2) Dollar value of shipments for Statistics Canada economic regions adjusted, where necessary, according to population for ODC economic regions.

### 3.3.3. The Present

The data base for a current sub-provincial business performance indicator already exists but is not now tabulated in the manner required.

### 3.3.4. The Proposal

Modification of the monthly Survey of Manufactures to a report of the 29 regions illustrated in Graphic 3.3B and listed in graphic 3.3C would cost an estimated \$33,000 for the first year's output plus \$28,000 for subsequent years. Given the needed resources during February 1986 a first edition of this report could be ready by October 1986.

A finer level of industry detail (to the 22 major group level instead of the all-manufacturing level depicted in Graphic 3-3D) could be provided by increasing the sample size by about 3,000 establishments. This increase would also enable some absolute figures to be released instead of only the percentage changes i.e. actual estimated shipments, inventories, and new orders.

Resources required to attain this second, finer level of detail are estimated at \$154,000 for the first year of operations and \$145,000 for subsequent years.

GRAPHIC 3.3B

SURVEY OF MANUFACTURING BY SIZE OF BUSINESS,  
TWENTY NINE REGIONS OF CANADA

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TWENTY NINE REGIONS OF CANADA

PROVINCE	NUMBER OF SUBDIVISIONS	ECONOMIC REGIONS / CENSUS DIVISIONS	\$ MILLIONS 1981 VALUE OF SHIPMENTS OF GOODS OF OWN MANUFACTURE	
NEWFOUNDLAND	2	TOTAL 00 AVALON REMAINDER	1,241 498 743	
PRINCE EDWARD ISLAND	1		247	
NOVA SCOTIA	3	TOTAL 20,21 CAPE BRETON, NORTHSHORE 24 HALIFAX 22,23 ANNAPOLISVALLEY, S. NOVA SCOTIA	3,823 1,466 1,440 915	
NEW BRUNSWICK	3	TOTAL 32 SAINT-JOHN 33,34 FREDERICTON, EDMUNDSTON-WOODSTOCK 30-31 CHALEUR BAY-MIRAMICHI, MONCTON	3,844 2,247 401 966	
QUEBEC	4	TOTAL 45 MONTREAL 43,44 TROIS-RIVIERE, ESTRIE 42 QUEBEC 40,41,46,47,48,49 REMAINDER	50,139 34,666 5,256 4,809 5,408	
ONTARIO	4	TOTAL 50 EASTERN ONTARIO 51 CENTRAL ONTARIO 52 SOUTHWESTERN ONTARIO 53,54 NORTHEASTERN, NORTHWESTERN ONTARIO	93,989 6,717 63,580 18,401 5,291	
MANITOBA	2	TOTAL 64 WINNIPEG 60,61,62,63,65,66,67 REMAINDER	4,977 3,848 1,129	
SASKATCHEWAN	3	TOTAL 70 REGINA, MOOSE MOUNTAIN 72 SASKATOON - BIGGAR 71,73,74,75 REMAINDER	2,504 1,000 730 774	
ALBERTA	3	TOTAL 85 EDMONTON - LLOYDMMISTER 82 CALGARY - DRUMHELLER 80,81,83,84,86,87 REMAINDER	13,437 7,227 3,417 2,793	
BRITISH COLUMBIA	4	TOTAL 94 VANCOUVER 95 VANCOUVER ISLAND-COAST 90,91,92 EAST,CENTRAL KOOTENAY, OKANAGAN - BOUNDARY 93,96,97,98 REMAINDER	16,793 9,460 2,120 1,781 3,432	
TOTAL	29			191,030

GRAPHIC 3.3D

PROPOSED ENHANCEMENTS

**I MAJOR INDUSTRY LEVEL OF DETAIL, 22 INDUSTRIES**

ALL MANUFACTURING TOTAL  
FOOD INDUSTRIES  
BEVERAGE IND.  
TOBACCO PRODUCTS IND.  
RUBBER PRODUCTS IND.  
PLASTICS PRODUCTS IND.  
LEATHER AND ALLIED PRODUCTS IND.  
PRIMARY TEXTILE IND.  
TEXTILE PRODUCTS IND.  
CLOTHING IND.  
WOOD IND.  
FURNITURE & FIXTURE IND.  
PAPER AND ALLIED PRODUCTS IND.  
PRINTING, PUBLISHING AND ALLIED IND.  
PRIMARY METAL IND.  
FABRICATED METAL IND.  
(except machinery, transportation equipment ind.)  
MACHINERY IND.  
TRANSPORTATION EQUIPMENT IND.  
ELECTRICAL AND ELECTRONIC PRODUCTS IND.  
NON-METALLIC MINERAL PRODUCTS IND.  
REFINED PETROLEUM & COAL PRODUCTS IND.  
CHEMICAL AND CHEMICAL PRODUCTS IND.  
OTHER MANUFACTURING IND.

**II ABSOLUTE FIGURES FOR:**

SHIPMENTS

INVENTORIES

NEW ORDERS

### 3.4 CURRENT AND EXPECTED MANUFACTURING PRODUCTION

#### 3.4.1. Applications

With timely information on anticipated levels of activity both government and business are in a better position to chart their course of action. This is particularly true when the information specifies the precise nature of the difficulties/opportunities being encountered eg. raw material shortages, increase in new orders received. The proposed report would respond to such a need by providing a three month forecast of production levels for the same 29 regions and size groups as shown in project 3.3 above.

#### 3.4.2. The Past

Such information is not presently available by size of business. A report, not stratified by size, is currently produced by the Industry Division of Statistics Canada. (CANSIM matrices 2843, 2844 and 2845).

#### 3.4.3. The Proposal

A size stratified report as illustrated in Graphic 3.4A could be produced at the all-industry level of aggregation for an estimated \$15,000 for the first year and \$13,000 for subsequent years. A finer 22 major group level of detail report would cost \$26,000 for the first

## EXISTING REPORT

DATE	EXP. PRODUCTION NEXT 3 VS LAST 3 MONTHS					NEW ORDERS LEVEL	UNFILLED ORDERS BACKLOG		FINISHED PRODUCT INVENTORY			SOURCES OF PRODUCTION DIFFICULTIES SHORTAGES						
	HIGHER	LOWER	ABOUT SAME	RISING	DECLINING		ABOUT SAME	HIGHER THAN NORMAL	LOWER THAN NORMAL	ABOUT NORMAL	TOO HIGH	TOO LOW	ABOUT RIGHT	WORKING CAPITAL	SKILLED LABOUR	UNSKILLED LABOUR	RAW MATERIALS	OTHER DIFFICULTIES
OCT. 1985																		
All Manufacturing Industries																		
OCT. "84	28	34	38	22	24	55	13	26	62	7	22	72	6	3	1	7	12	72
JAN. "85	22	23	55	21	20	59	15	27	58	3	28	69	4	2	0	3	10	81
APR. "85	34	15	51	29	17	54	16	23	61	3	30	67	6	3	0	4	11	78
JULY "85	23	27	50	27	19	54	19	21	60	5	21	74	8	5	0	4	5	79
OCT. "85	33	21	47	28	23	49	12	19	69	7	21	72	4	4	1	3	4	85

## **PROPOSED REPORT:**

year and \$23,000 for subsequent years. These latter estimates assume that the required increase in sample size under project 3.3 above is funded.

Due to other urgent commitments of the Industry Division the earliest either of these two new manufacturing reports could be produced is October 1986.

### **3.5 CHANGES IN FINANCIAL POSITION**

(Source and Application of Funds)

#### **3.5.1. Applications**

The data will respond to a long felt need for information on capital flows by size of business.

The data portray the role played by small business within the nation's total investment position.

This statistical series could reveal the various sources of funds, i.e. cash provided from operations, sale of fixed assets, increase in long term debt, advances and loans from owners etc... (see Graphic 3.5A) and their relative importance to the operation of businesses of various sizes in different industries and regions of the country.

Government analysts could examine variations from national averages to pin-point sectors, regions and/or a size of business that may be faced with financing problems. The business community and business counsellors could use this information to determine the normal structure (mix) by which similar companies finance their operations.

At a similar level of detail, this statistical series would also depict how firms apply the funds they have acquired from the above noted sources, i.e. repayment of long term debt, purchase of fixed assets, repayment of advances or loans from owners, purchase of investments etc... (see Graphic 3.5B)

REGION

INDUSTRY

SIC

**STATEMENT OF CHANGES  
IN FINANCIAL POSITION**

**SOURCE OF CASH**

REVENUE SIZE GROUPS IN \$

SUB

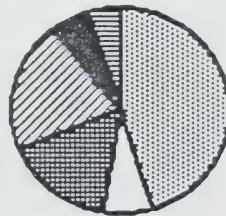
10-50K 50-500K 500K-2M. TOT.

CANADA

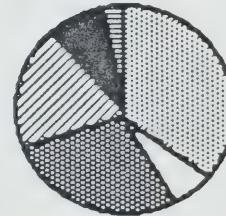
2-10M. 10-20M. 20M.+ TOTAL

CASH PROVIDED FROM OPERATIONS	
FONDS PROVENANT DE L'EXPLOITATION	
SALE OF FIXED ASSETS	
ACQUISITIONS-IMMOBILISATIONS	
INCREASE IN LONG TERM DEBT	
AUGMENTATION-DETTE A LONG TERME	
ADVANCES-LOANS FROM OWNERS	
AVANCES DES ACTIONNAIRES	
CASH FROM GOVERNMENT	
AVANCE DU GOUVERNEMENT	
ADDITIONAL INVESTMENT - OWNERS	
AUGMENTATION DU CAPITAL	
SALE OF INVESTMENTS	
DIMINUTION DES PLACEMENTS	
INCOME TAX ADJUSTMENTS	
AJUSTEMENTS D'IMPOT	
OTHER MISC SOURCES	
AUTRES	
<b>TOTAL AVAILABLE CAPITAL</b>	
<b>TOTAL DES DISPONIBILITES</b>	
<b>TOTAL CAPITAL/SALES %</b>	

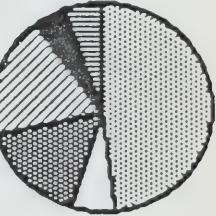
TOTAL ALL SIZES



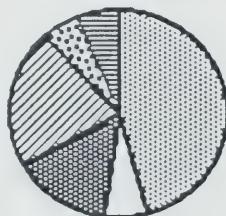
10-50K



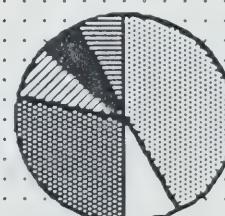
50-500K



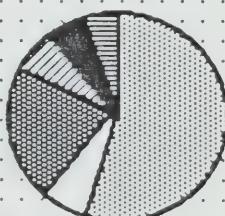
500K-2M.



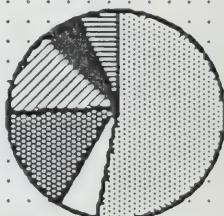
2-10M.



10-20M.



20M+



CANADA LEVEL ONLY



REGION

INDUSTRY

SIC

**STATEMENT OF CHANGES  
IN FINANCIAL POSITION**

**APPLICATION OF CASH**

REVENUE SIZE GROUPS IN \$

SUB

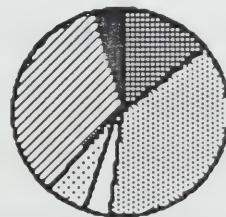
10-50K 50-500K 500K-2M. TOT.

CANADA

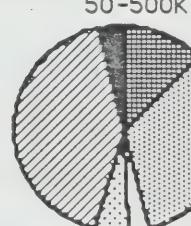
2-10M. 10-20M. 20M.+ TOTAL

REPAYMENT OF LONG TERM DEBT  
REMBOURSEMFNT-DETTE A LONG TERME  
PURCHASE OF FIXED ASSETS  
ACQUISITIONS D'IMMOBILISATIONS  
REPAY ADVANCES-LOANS FROM OWNERS  
REMBOURSEMENTS-ADVANCES DES  
ACTIONNAIRES  
PURCHASE OF INVESTMENTS  
AUGMENTATION DES PLACEMENTS  
PAYMENT OF DIVIDENDS  
DIVIDENDES PAYES  
DECREASES IN OWNER INVESTMENT  
DIMINUTION DU CAPITAL  
ADDITIONAL INCOME TAXES  
AJUSTEMENTS D'IMPOT  
OTHER MISC.USES  
AUTRES  
**TOTAL CAPITAL USED**  
**TOTAL-UTILISATION DES FONDS**  
INCREASE(DECREASE) WORK-CAPITAL  
AUGMENTATION(DIMINUTION) FONDS  
ROULEMENT  
WORKING CAPITAL (BEGIN)  
FONDS ROULEMENT AU DEBUT  
WORKING CAPITAL (END)  
FONDS ROULEMENT (FIN)

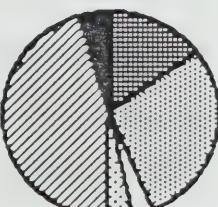
TOTAL ALL SIZES



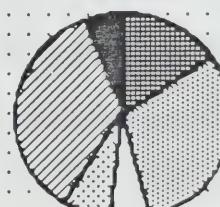
10-50K



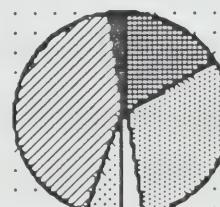
500K-2M.



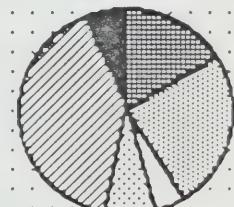
2-10M.



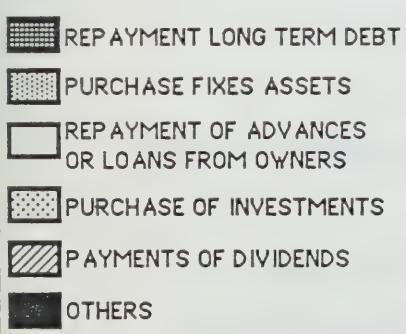
10-20M.



20M+



CANADA LEVEL ONLY



These data will be particularly important to young firms and young entrepreneurs who lack a track record and are desperately searching for statistics and guidance on "normal" standards of operation. The value of this statistical series will increase as we track year-to-year variations through various parts of the business cycle. This information may help individual entrepreneurs to structure or restructure their financing in such a manner as to take best advantage of the "good times" and increase their chances of surviving "bad times".

Governments will be better able to determine what role they are playing in the financing of the Canadian small business community. They may also gain insights into whether they wish to increase or decrease their involvement, and perhaps when in the business cycle action in either direction is warranted.

### 3.5.2. The Past

The Federal Business Development Bank (FBDB) through its consultant, Don R. Allen & Assoc. and in collaboration with Statistics Canada, has recently completed the first such study ever produced in Canada. This study considered a small sample of 7,500 incorporated firms. An additional 20 items were transcribed from T2 corporate tax records, edited, key punched, verified and analyzed for this study. There was no additional paperburden to small business caused by this study.

The study produced national estimates for ten industry divisions and three size classes of small business (\$10K-50K, \$50K-500K, \$500K-2M of sales).

#### 3.5.3. The Present

The Small Business Statistics Project Team has initiated a new project on this subject which represents an update for the year 1984, a methodological refinement through the inclusion of both incorporated and unincorporated businesses (T-1's and T-2's), and a sample size extension. The results will be portrayed at the same ten industry divisions, three firm sizes and six regions with a Canada total.

This project will occupy the attention of 17 clerks (\$93K), a supervisor (\$7K) and part-time involvement of a computer programer (\$10K), a methodologist (\$3K) and a senior project officer (\$15K) for three months. Labour costs are estimated at \$113K, computer costs are estimated at \$85K, and \$5K of miscellaneous costs will result in a project total of \$203,000.

#### 3.5.4. The Proposal

The present study should become an annual exercise and consideration should be given to providing more refined industry detail i.e. 2 digit SIC, major group detail as well as extending the size groups to include larger businesses \$2M-10M, \$10M-20M, \$20M+.

### 3.6 EMPLOYMENT CREATION

#### 3.6.1. Applications to Governments

This statistical series produces estimates of employment growth, whether positive or negative, for all private sector industries (up to 3 digit SIC detail), six firm size classes (0 to 4.9, 5 to 19.9, 20 to 49.9, 50 to 99.9, 100 to 499.9 and over 500 FYE person years of employment), by the country of control of the employer on a provincial and territorial basis. The implications to the policy process of knowing how many jobs were created by which firms in which regions and years are largely self-evident.

#### 3.6.2. The Past

Statistics Canada does not now produce employment estimates, across a broad range of industries, for businesses of varying sizes (see Section 3.2 on page 22 for a discussion of the Survey of Employment, Payrolls and Hours). Certain industry specific surveys and census programs, such as the Census of Manufacturers, can produce employment estimates by firm size (see Don R. Allen and Associates, Relative Performance of Size Groups in Canadian Manufacturing Sectors, Small Business Secretariat, DRIE, March 1984).

During 1984 and into 1985 Statistics Canada pursued a basic research program aimed at the production of payroll and person-years of

employment estimates derived from T4 supplementary tax records for the entire range of industries in the private sector. This research was funded through cost recovery contracts involving DRIE, FBDB, Finance Canada, Indian and Northern Affairs Canada, private sector consulting firms, and limited internal resources.

### 3.6.3. The Present

Statistics Canada will shortly publish a study at the national level entitled Employment Creation in Canada: A Longitudinal Assessment of Industry, Firm Size and Country of Control, 1978-1982 (Cat. 18-501E). Elements of this study are contained in a current collaborative study between Statistics Canada and the FBDB.

This report presents estimates of the number of employers and employees and shows calculations of the net change between each individual year from 1978 to 1982 (see Graphic 3.6A). These data are presented by industry and firm size. A "life status" is defined for each firm, i.e. whether the firm represents the birth of a new employer in that year or the death of a former employer. For employers in continuous existence across study years there is a distinction presented between those that increased their employment versus those suffering declines. A set of transition matrices also depicts the number of firms, and their associated employment levels, that changed size categories, e.g. how many firms, with how many associated employees, grew from being very small to very large, or how many fell from being medium sized to being small? (see Graphic 3.6B).

The employment creation behaviour of foreign versus domestically controlled firms has been cross tabulated by firm size (see Graphic 3.6B).

A new methodology has been developed to simultaneously consider the relative impact of several variables upon a firm's employment growth. In this first study the relative impact of industry, firm size and country of control have been partitioned into separate and combined interaction effects. This method allows for a more realistic measurement of, for instance, the impact of firm size upon employment creation when adjustments are made for industry affiliation and the firm's country of control status (see Graphic 3.6D).

Detailed tabulations by 3 digit SIC industry and province (from 1978 to 1984) are now available on a cost recovery basis.

#### 3.6.4. The Proposal

The same study could be repeated annually at an estimated cost of \$75,000 per year plus marginal dissemination costs.

This data series is descriptive of the employment creation process. Additional research studies (e.g. see project 4.3) are required if we are to seek explanation rather than being satisfied with description.

TABLE 1. Employment Creation By Industry Division, Firm Size and Life Status, 1978-82

Industry Division, Initial Year Firm Size, Life Status	1978					1982					net change in FYE person years		
	firms	payroll (\$mil)	FYE person years			firms	payroll (\$mil)	FYE person years			number	% size	% life stat
			number	% size	% life stat			number	% size	% life stat			
Total (excluding public admin.)													
Total - all sizes													
Total - all statuses.....	596,429	104,162	8,091,632	100	100	712,013	163,613	8,757,423	100	100	665,791	100	100
Continuous.....	384,846	95,106	7,306,638	100	90	384,846	148,198	7,802,742	100	89	496,104	100	75
- increasing employment.....	201,777	48,607	3,771,697	100	47	201,777	97,355	5,180,457	100	59	1,408,760	100	212
- declining employment.....	183,069	46,499	3,534,940	100	44	183,069	50,834	2,622,284	100	30	-912,656	100	-137
Births.....	0	0	0	(1)	0	327,167	15,415	954,681	100	11	954,681	100	143
Deaths.....	211,583	9,056	784,995	100	10	0	0	0	(1)	0	-784,995	100	-118
0-4.9													
Total - all statuses.....	449,393	7,393	634,155	8	100	547,974	16,224	978,340	11	100	344,185	52	100
Continuous.....	264,578	5,125	436,744	6	69	264,578	10,217	614,833	8	63	178,089	36	52
- increasing employment.....	148,157	2,452	215,704	6	34	148,157	7,920	479,956	9	49	264,252	19	77
- declining employment.....	116,421	2,573	221,039	6	35	116,421	2,297	134,877	5	14	-86,153	9	-25
Births.....	0	0	0	(1)	0	283,396	6,007	363,507	38	37	363,507	38	106
Deaths.....	184,815	2,268	197,411	25	31	0	0	0	(1)	0	-197,411	25	-57
5-19.9													
Total - all statuses.....	103,561	11,190	1,002,628	12	100	118,104	17,559	1,100,411	13	100	97,783	15	100
Continuous.....	82,857	9,102	808,951	11	81	82,857	13,980	861,456	11	78	52,506	11	54
- increasing employment.....	35,986	3,916	351,050	9	35	35,986	9,361	572,688	11	52	221,638	16	227
- declining employment.....	46,871	5,186	457,901	13	46	46,871	4,619	288,768	11	26	-169,132	19	-173
Births.....	0	0	0	(1)	0	35,247	3,579	238,955	25	22	238,955	25	244
Deaths.....	20,704	2,088	193,677	25	19	0	0	0	(1)	0	-193,677	25	-198
20-49.9													
Total - all statuses.....	26,003	9,154	796,161	10	100	27,934	13,149	804,121	9	100	7,959	1	100
Continuous.....	21,945	7,768	673,302	9	85	21,945	11,390	684,003	9	85	10,701	2	134
- increasing employment.....	9,742	3,481	300,553	8	38	9,742	7,400	440,948	9	55	140,295	10	1763
- declining employment.....	12,203	4,287	372,649	11	47	12,203	3,989	243,055	9	30	-129,594	14	-2E3
Births.....	0	0	0	(1)	0	5,989	1,759	120,118	13	15	120,118	13	1509
Deaths.....	4,058	1,385	122,859	16	15	0	0	0	(1)	0	-122,859	16	-2E3
50-99.9													
Total - all statuses.....	8,766	7,209	607,237	8	100	9,082	10,465	611,659	7	100	4,422	1	100
Continuous.....	7,529	6,202	521,623	7	86	7,529	9,447	544,560	7	89	22,936	5	519
- increasing employment.....	3,625	3,005	251,937	7	41	3,625	6,383	362,256	7	59	110,319	8	2495
- declining employment.....	3,904	3,197	269,686	8	44	3,904	3,084	182,304	7	30	-87,382	10	-2E3
Births.....	0	0	0	(1)	0	1,563	1,018	67,099	7	11	67,099	7	1517
Deaths.....	1,237	1,007	85,614	11	14	0	0	0	(1)	0	-85,614	11	-2E3
100-499.9													
Total - all statuses.....	6,935	17,759	1,395,665	17	100	7,103	27,126	1,464,633	17	100	68,968	10	100
Continuous.....	6,236	16,181	1,268,968	17	91	6,236	25,524	1,373,207	18	94	104,239	21	151
- increasing employment.....	3,291	8,722	583,000	18	49	3,291	17,714	953,064	18	65	270,064	19	392
- declining employment.....	2,945	7,459	585,989	17	42	2,945	7,810	420,143	16	29	-165,825	18	-240
Births.....	0	0	0	(1)	0	857	1,601	91,426	10	6	91,426	10	133
Deaths.....	699	1,578	126,697	16	9	0	0	0	(1)	0	-126,697	16	-184
500+													
Total - all statuses.....	1,771	51,458	3,655,786	45	100	1,806	79,089	3,798,259	43	100	142,473	21	100
Continuous.....	1,701	50,728	3,597,049	49	98	1,701	77,540	3,724,683	48	98	127,633	26	90
- increasing employment.....	976	27,031	1,969,353	52	54	976	48,506	2,371,545	46	62	402,192	29	282
- declining employment.....	725	23,697	1,627,696	46	45	725	29,033	1,353,138	52	36	-274,559	30	-193
Births.....	0	0	0	(1)	0	105	1,450	73,576	8	2	73,576	8	52
Deaths.....	70	730	58,737	7	2	0	0	0	(1)	0	-58,737	7	-41

See note at end of table defining FYE

SOURCE: Business Microdata Integration and Analysis, Statistics Canada

TABLE 7. Transition Matrix of Initial and Terminal Year Firm Sizes, by Industry Division, Firm Size and Life Status

Industry Division, Initial Year Firm Size, Life Status	Terminal Year Firm Size											
	Small (0-19.9)						Medium (20-99.9)					
	1978		1982		net change		1978		1982		net change	
	firms	FYE	firms	FYE	# FYE	%	firms	FYE	firms	FYE	# FYE	%
Total (excluding public admin.)												
Total - all sizes												
Total - all statuses	549,414	1,794,466	685,417	1,812,964	18,498	3	37,232	1,300,923	37,303	1,462,662	161,739	24
Continuous	345,879	1,374,084	345,879	1,258,923	-115,161	-23	30,453	1,128,052	30,453	1,243,370	115,318	23
Births	0	0	319,538	554,042	554,042	58	0	0	6,850	219,292	219,292	23
Deaths	203,535	420,382	0	0	-420,382	54	6,779	172,871	0	0	-172,871	22
Small (0-19.9)												
Total - all statuses	540,708	1,486,602	655,483	1,696,996	210,394	48	12,065	148,569	10,393	312,633	164,064	37
Continuous	338,968	1,141,254	338,968	1,177,097	35,843	16	8,323	103,191	8,323	246,476	143,285	62
Births	0	0	316,515	519,899	519,899	85	0	0	2,070	66,157	66,157	11
Deaths	201,740	345,347	0	0	-345,347	88	3,742	45,379	0	0	-45,379	12
Medium (20-99.9)												
Total - all statuses	8,492	260,543	9,758	114,597	-146,046	-1E3	24,113	991,330	25,628	1,061,344	70,014	565
Continuous	6,774	201,809	6,774	80,815	-120,994	-360	21,194	885,447	21,194	929,630	44,183	131
Births	0	0	2,984	33,782	33,782	18	0	0	4,434	131,715	131,715	70
Deaths	1,718	58,834	0	0	-58,834	28	2,919	105,883	0	0	-105,883	51
Large (100+)												
Total - all statuses	214	47,222	176	1,371	-45,850	-22	1,054	161,024	1,282	88,684	-72,340	-34
Continuous	137	31,021	137	1,011	-30,010	-13	936	139,415	936	67,254	-72,150	-31
Births	0	0	39	361	361	0	0	0	345	21,420	21,420	13
Deaths	77	16,201	0	0	-16,201	9	118	21,609	0	0	-21,609	12
Primary Industries												
Total - all sizes												
Total - all statuses	51,108	56,614	89,888	78,856	22,241	101	516	16,000	347	14,356	-1,644	-7
Continuous	17,733	33,280	17,733	35,481	2,201	93	308	12,793	308	12,739	-54	-2
Births	0	0	72,155	43,375	43,375	93	0	0	39	1,617	1,617	3
Deaths	33,375	23,334	0	0	-23,334	87	208	3,207	0	0	-3,207	12
Small (0-19.9)												
Total - all statuses	50,956	51,588	89,648	75,844	24,256	102	188	2,069	47	1,611	-458	-2
Continuous	17,596	28,849	17,596	33,584	4,735	89	19	110	19	568	558	11
Births	0	0	72,052	42,260	42,260	98	0	0	28	943	943	2
Deaths	33,360	22,739	0	0	-22,739	92	169	1,959	0	0	-1,959	8
Medium (20-99.9)												
Total - all statuses	149						317		288	12,001	-489	29
Continuous	136						280		280		1	
Births	0						0		8		28	
Deaths	13						37		0	0	0	69
Large (100+)												
Total - all statuses	3						11	1,442	12	745	-697	800
Continuous	1						9		9			
Births	-						0		3		12	
Deaths	2						2		0	0	0	
Mines, Quarries & Oil Wells												
Total - all sizes												
Total - all statuses	2,692	12,499	3,619	11,867	-632	-3	392	15,551	428	17,998	2,447	10
Continuous	1,801	9,584	1,801	7,252	-2,332	-15	327	14,132	327	14,511	379	2
Births	0	0	1,818	4,615	4,615	29	0	0	101	3,487	3,487	22
Deaths	891	2,915	0	0	-2,915	40	65	1,419	0	0	-1,419	19
Small (0-19.9)												
Total - all statuses	2,605	8,478	3,495	10,611	2,133	18	161	1,663	157	5,287	3,624	31
Continuous					-13	0	123	1,223	123	4,175	2,952	35
Births	0	0			4,057	70	0	0	34	1,112	1,112	19
Deaths					-1,911	81	38	441	0	0	-441	19
Medium (20-99.9)												
Total - all statuses	82	2,839	119	1,235	-1,604	-40	212	8,983	243	10,785	1,801	45
Continuous	68	2,382	68	694	-1,688	-88	185	8,005	185	8,902	897	47
Births	0	0	51	541	541	13	0	0	58	1,883	1,883	45
Deaths	14	458	0	0	-458	22	27	978	0	0	-978	47
Large (100+)												
Total - all statuses	5	1,182	5	21	-1,161	-14	19	4,904	28	1,926	-2,978	-36
Continuous							19	4,904	19	1,433	-3,471	-65
Births	0	0					0	0	9	493	493	8
Deaths							-	-	-	-	-	-

SOURCE: Business Microdata Integration and Analysis, Statistics Canada

TABLE 7. Transition Matrix of Initial and Terminal Year Firm Sizes, by Industry Division, Firm Size and Life Status

Terminal Year Firm Size													Industry Division, Initial Year Firm Size, Life Status
Large (100+)						Total - all sizes							
1978		1982		net change		1978		1982		net change			
firms	FYE	firms	FYE	# FYE	%	firms	FYE	firms	FYE	# FYE	%		
Total (excluding public admin.)													
9,783	4,996,243	9,293	5,481,797	485,554	73	596,429	8,091,632	712,013	8,757,423	665,791	100	Total - all sizes	
8,514	4,804,502	8,514	5,300,449	495,947	100	384,846	7,306,538	384,846	7,802,742	496,104	100	Total - all statuses	
0	0	779	181,348	181,348	19	0	0	327,157	954,681	954,681	100	Continuous	
1,269	191,741	0	0	-191,741	24	211,583	784,995	0	0	-784,995	100	Births	
												Deaths	
181	1,613	202	69,122	67,510	15	552,354	1,636,783	666,078	2,078,751	441,968	100	Small (10-19 9)	
144	1,250	144	52,716	51,467	22	347,435	1,245,695	347,435	1,476,289	230,595	100	Total - all statuses	
0	0	58	16,405	16,405	3	0	0	318,643	602,462	602,462	100	Continuous	
37	363	0	0	-363	0	205,519	391,089	0	0	-391,089	100	Births	
												Deaths	
2,164	151,425	1,640	239,838	88,413	714	34,769	1,403,398	37,026	1,415,780	12,382	100	Medium (20-99 9)	
1,505	107,570	1,505	218,118	110,448	328	29,474	1,194,925	29,474	1,228,562	33,637	100	Total - all statuses	
0	0	134	21,720	21,720	12	0	0	7,552	187,217	187,217	100	Continuous	
658	43,755	0	0	-43,755	21	5,295	208,473	0	0	-208,473	100	Births	
												Deaths	
7,438	4,843,206	7,451	5,172,837	329,631	156	8,706	5,051,451	8,909	5,262,892	211,441	100	Large (100+)	
6,864	4,695,582	6,864	5,029,615	334,033	144	7,937	4,866,018	7,937	5,097,890	231,872	100	Total - all statuses	
0	0	587	143,222	143,222	87	0	0	972	165,002	165,002	100	Continuous	
574	147,623	0	0	-147,623	80	769	185,433	0	0	-185,433	100	Births	
												Deaths	
Primary Industries													
41	7,768	54	9,209	1,441	7	51,665	80,382	90,289	102,421	22,039	100	Total - all sizes	
38	7,481	38	7,703	222	9	18,079	53,554	18,079	55,922	2,388	100	Total - all statuses	
0	0	16	1,505	1,505	3	0	0	72,210	46,499	46,499	100	Continuous	
3	287	0	0	-287	1	33,586	26,828	0	0	-26,828	100	Births	
												Deaths	
-	-	-	-	-	-	51,144	53,657	89,695	77,455	23,798	100	Small (10-19 9)	
-	-	-	-	-	-	17,615	28,958	17,615	34,252	5,294	100	Total - all statuses	
-	-	-	-	-	-	0	0	72,080	43,203	43,203	100	Continuous	
-	-	-	-	-	-	33,529	24,698	0	0	-24,698	100	Births	
												Deaths	
-	-	-	-	-	-	471	17,381	533	15,709	-1,672	100	Medium (20-99 9)	
-	-	-	-	-	-	420	15,970	420	13,880	-2,090	100	Total - all statuses	
-	-	-	-	-	-	0	0	113	1,829	1,829	100	Continuous	
-	-	-	-	-	-	51	1,411	0	0	-1,411	100	Births	
												Deaths	
-	-	-	-	-	-	50	9,345	61	9,258	-87	100	Large (100+)	
-	-	-	-	-	-	44	8,626	44	7,791	-835	100	Total - all statuses	
-	-	-	-	-	-	0	0	17	1,467	1,467	100	Continuous	
-	-	-	-	-	-	6	719	0	0	-719	100	Births	
												Deaths	
Mines, Quarries & Oil Wells													
224	145,506	225	167,910	22,404	93	3,308	173,555	4,272	197,774	24,219	100	Total - all sizes	
197	142,559	197	160,230	17,870	112	2,325	166,276	2,325	181,993	15,717	100	Total - all statuses	
0	0	28	7,680	7,680	49	0	0	1,947	15,782	15,782	100	Continuous	
27	2,946	0	0	-2,946	40	983	7,280	0	0	-7,280	100	Births	
												Deaths	
11	121	10	6,234	6,112	51	2,777	10,263	3,662	22,132	11,869	100	Small (10-19 9)	
				-		1,860	7,891	1,860	16,363	8,472	100	Total - all statuses	
						0	0	1,802	5,769	5,769	100	Continuous	
						917	2,372	0	0	-2,372	100	Births	
												Deaths	
36	2,312	34	6,092	3,780	95	330	14,134	396	18,112	3,977	100	Medium (20-99 9)	
25	1,677	25	4,377	2,700	141	278	12,064	278	13,973	1,909	100	Total - all statuses	
0	0	9	1,714	1,714	41	0	0	118	4,138	4,138	100	Continuous	
11	634	0	0	-634	31	52	2,070	0	0	-2,070	100	Births	
						14	2,838	0	0	-2,838	100	Deaths	

See note at end of table defining FYE

TABLE 8. Employment Creation by Industry Division, Firm Size, Life Status and Country of Control, 1978-82

Industry Division, Initial Year Firm Size, Life Status, Country of Control	1978						1982						net change in FYE person years			
	firms	payroll (\$mill)	FYE person years				firms	payroll (\$mill)	FYE person years				number	% size	% life stat	% control
			number	% size	% life stat	% control			number	% size	% life stat	% control				
Total (excluding public admin.)																
Total - all sizes																
Total - all statuses																
Total .....	596,429	104,162	8,091,632	100	100	100	712,013	163,613	8,757,423	100	100	100	665,781	100	100	100
Canadian.....	590,623	84,294	6,695,752	100	100	83	705,755	134,474	7,358,805	100	100	84	662,043	100	100	99
Foreign.....	5,806	19,868	1,394,870	100	100	17	5,258	29,139	1,398,618	100	100	16	3,748	100	100	1
Continuous																
Total .....	384,846	95,106	7,306,538	100	90	100	384,846	148,198	7,802,742	100	89	100	495,104	100	75	100
Canadian.....	379,999	76,090	5,974,763	100	89	82	379,999	119,865	6,440,699	100	88	83	465,936	100	70	94
Foreign.....	4,847	19,016	1,331,875	100	95	18	4,847	28,333	1,362,043	100	97	17	30,158	100	805	6
Births																
Total .....	0	0	0	(1)	0	(1)	327,167	15,415	954,681	100	11	100	954,681	100	143	100
Canadian.....	0	0	0	(1)	0	(1)	326,756	14,609	918,106	100	12	96	918,106	100	139	96
Foreign.....	0	0	0	(1)	0	(1)	411	806	36,575	100	3	4	36,575	100	975	4
Deaths																
Total .....	211,583	9,056	784,995	100	10	100	0	0	0	(1)	0	(1)	-784,995	100	-118	100
Canadian.....	210,624	8,204	721,999	100	11	92	0	0	0	(1)	0	(1)	-721,999	100	-109	92
Foreign.....	959	852	62,996	100	5	8	0	0	0	(1)	0	(1)	-62,996	100	-2E3	8
Small (0-19.9)																
Total - all statuses																
Total .....	552,954	18,582	1,636,783	20	100	100	666,078	33,784	2,078,751	24	100	100	441,968	66	100	100
Canadian.....	550,777	18,337	1,618,945	24	100	99	664,174	33,098	2,049,054	28	100	99	430,110	65	100	97
Foreign.....	2,177	245	17,839	1	100	1	1,904	685	29,597	2	100	1	11,858	316	100	3
Continuous																
Total .....	347,435	14,227	1,245,695	17	75	100	347,435	24,197	1,476,289	19	71	100	230,595	46	52	100
Canadian.....	345,772	14,029	1,231,371	21	75	99	345,772	23,571	1,449,563	23	71	98	218,192	47	51	95
Foreign.....	1,663	198	14,323	1	80	1	1,663	626	26,726	2	90	2	12,403	41	105	5
Births																
Total .....	0	0	0	(1)	0	(1)	318,643	9,586	602,462	63	29	100	602,462	63	136	100
Canadian.....	0	0	0	(1)	0	(1)	318,402	9,527	599,491	65	29	100	599,491	65	139	100
Foreign.....	0	0	0	(1)	0	(1)	241	59	2,970	8	10	0	2,970	8	25	0
Deaths																
Total .....	205,519	4,356	391,089	50	24	100	0	0	0	(1)	0	(1)	-391,089	50	-88	100
Canadian.....	205,005	4,308	387,573	54	24	99	0	0	0	(1)	0	(1)	-387,573	54	-90	99
Foreign.....	514	48	3,515	6	20	1	0	0	0	(1)	0	(1)	-3,515	6	-30	1
Medium (20-99.9)																
Total - all statuses																
Total .....	34,769	16,363	1,403,398	17	100	100	37,026	23,614	1,415,780	16	100	100	12,382	2	100	100
Canadian.....	32,794	15,108	1,310,141	20	100	93	35,267	21,692	1,321,379	18	100	93	11,238	2	100	91
Foreign.....	1,975	1,254	93,257	7	100	7	1,759	94,400	7	100	7	1,143	31	100	9	
Continuous																
Total .....	29,474	13,970	1,194,825	16	85	100	29,474	20,837	1,228,562	16	87	100	33,637	7	272	100
Canadian.....	27,809	12,906	1,116,202	19	85	93	27,809	19,034	1,139,511	18	86	93	23,309	5	207	69
Foreign.....	1,665	1,064	78,723	6	84	..	1,665	1,803	89,052	7	94	7	10,328	34	903	31
Births																
Total .....	0	0	0	(1)	0	(1)	7,552	2,777	187,217	20	13	100	187,217	20	1512	100
Canadian.....	0	0	0	(1)	0	(1)	7,458	2,658	181,868	20	14	97	181,858	20	1618	97
Foreign.....	0	0	0	(1)	0	(1)	84	119	5,349	15	6	3	5,349	15	468	3
Deaths																
Total .....	5,295	2,393	208,473	27	15	100	0	0	0	(1)	0	(1)	-208,473	27	-2E3	100
Canadian.....	4,985	2,202	193,939	27	15	93	0	0	0	(1)	0	(1)	-193,939	27	-2E3	93
Foreign.....	310	191	14,534	23	16	7	0	0	0	(1)	0	(1)	-14,534	23	-1E3	7
Large (100+)																
Total - all statuses																
Total .....	8,706	69,217	5,051,451	62	100	100	8,909	106,215	5,262,892	60	100	100	211,441	32	100	100
Canadian.....	7,052	50,849	3,767,676	55	100	75	7,314	79,583	3,988,372	54	100	76	220,695	33	100	104
Foreign.....	1,654	18,388	1,283,775	92	100	25	1,595	26,532	1,274,521	91	100	24	-9,254	-247	100	-4
Continuous																
Total .....	7,937	66,909	4,866,018	67	96	100	7,937	103,154	5,097,890	65	97	100	231,872	47	110	100
Canadian.....	6,418	49,155	3,627,189	61	96	75	6,418	77,260	3,851,625	60	97	76	224,436	48	102	97
Foreign.....	1,519	17,754	1,238,828	93	96	25	1,519	25,904	1,246,265	91	98	24	7,436	25	-80	3
Births																
Total .....	0	0	0	(1)	0	(1)	972	3,051	165,002	17	3	100	165,002	17	78	100
Canadian.....	0	0	0	(1)	0	(1)	896	2,424	136,748	15	3	83	136,746	15	62	83
Foreign.....	0	0	0	(1)	0	(1)	76	628	28,256	77	2	17	28,256	77	-305	17
Deaths																
Total .....	769	2,308	185,433	24	4	100	0	0	0	(1)	0	(1)	-185,433	24	-88	100
Canadian.....	634	1,694	140,487	19	4	75	0	0	0	(1)	0	(1)	-140,487	19	-64	76
Foreign.....	135	614	44,946	71	4	24	0	0	0	(1)	0	(1)	-44,946	71	486	24

See note at end of table defining FYE

SOURCE: Business Microdata Integration and Analysis, Statistics Canada

TEXT TABLE 1: Multi-Factor Partitioning Analysis: Adjusted Industry, Size, and Country of Control Effects, 1978-82

Industry Initial Firm Size, Country of Control	FYE 1978	FYE 1982	Total Observed Growth (A)	National Growth Rate Effect (B)	Adjusted Growth Effects								
					Total (A-B)	Industry		Size		Country of Control		Interaction	
						FYE	%	FYE	%	FYE	%	FYE	%
Total (incl. unclassified)													
Total.....	8,091.6	8,757.4	665.8	665.8	0.0	0.0	0	0.0	0	0.0	0	0.0	0
Small (0-19.9).....	1,636.8	2,078.8	42.0	134.7	307.3	.0	0	227.0	74	.0	0	80.3	26
Medium (20-99.9).....	1,403.4	1,415.8	12.4	115.5	-103.1	.0	0	-98.0	95	.0	0	-5.1	5
Large (100+).....	5,051.5	5,262.9	211.4	415.6	-204.2	.0	0	-128.8	63	.0	0	-75.7	37
Canadian.....	6,696.8	7,358.8	662.0	551.0	111.0	.0	0	.0	0	-5.6	-5	116.7	105
Small.....	1,618.9	2,049.1	430.1	133.2	296.9	.0	0	216.0	73	-4.6	-2	85.5	29
Medium.....	1,310.1	1,321.4	11.2	107.8	-96.6	.0	0	-98.9	102	1.3	-1	1.0	-1
Large.....	3,767.7	3,988.4	220.7	310.0	-89.3	.0	0	-117.1	131	-2.4	3	30.2	-34
Foreign.....	1,394.9	1,398.6	3.7	114.8	-111.0	.0	0	.1	0	6.0	-5	-117.2	106
Small.....	17.8	29.7	11.9	1.5	10.4	.0	0	11.0	106	4.6	44	-5.2	-50
Medium.....	93.3	94.4	1.1	7.7	-6.5	.0	0	.8	-13	-1.3	20	-6.1	93
Large.....	1,283.8	1,274.5	-9.3	105.6	-114.9	.0	0	-11.7	10	2.8	-2	-105.9	92
Primary													
Total.....	87.6	95.5	7.8	7.2	.6	-8.4	-1E3	.0	0	.0	0	9.0	1442
Small (0-19.9).....	58.6	71.1	12.6	4.8	7.7	-3.1	-40	3.6	47	.0	0	7.2	93
Medium (20-99.9).....	18.8	15.6	-3.2	1.5	-4.8	-3.4	71	-2.9	62	.0	0	1.6	-33
Large (100+).....	10.3	8.8	-1.5	.8	-2.4	-2.0	83	-7	29	.0	0	.2	-10
Canadian.....	64.2	92.7	8.5	6.9	1.5	-7.6	-503	.0	0	.0	-1	9.2	605
Small.....	58.3	70.9	12.7	4.8	7.9	-2.8	-36	3.8	48	-1	2	6.8	86
Medium.....	18.1	14.8	-3.2	1.5	-4.7	-3.4	72	-3.0	64	-1	3	1.8	-39
Large.....	7.9	6.9	-1.0	.6	-1.6	-1.4	88	-8	48	.0	1	.6	-37
Foreign.....	3.4	2.8	-.6	.3	-.9	-.8	89	.0	0	.1	-8	-.2	19
Small.....	.3	.2	-.1	.0	-.1	-.3	255	-.2	157	-.1	123	-.5	-434
Medium.....	.7	.7	-.0	.1	-.0	-.0	-11	.1	-204	.1	-300	-.3	615
Large.....	2.4	1.9	-.5	.2	-.7	-.5	71	.1	-11	.1	-10	-.4	50
Mines, Quarries & Oil Wells													
Total.....	173.6	197.8	24.2	14.3	9.9	16.6	168	.0	0	.0	0	-7.0	-70
Small (0-19.9).....	10.3	22.1	11.9	.8	11.0	8.8	80	9.0	82	.0	0	-6.8	-62
Medium (20-99.9).....	14.1	18.1	4.0	1.2	2.8	3.8	137	-.8	27	.0	0	-1.8	-65
Large (100+).....	149.2	157.5	8.4	12.3	-3.9	4.0	-103	-9.8	251	.0	0	1.7	-43
Canadian.....	102.9	118.1	15.2	8.5	6.7	7.7	115	.0	0	-4	-6	-.6	-10
Small.....	9.4	16.1	6.7	.8	5.9	4.2	71	4.2	72	-3.0	-51	.5	9
Medium.....	10.6	13.1	2.4	.9	1.5	2.3	151	-.3	20	.5	30	-1.6	-101
Large.....	82.9	89.0	6.1	6.8	-.7	1.3	-179	-4.5	644	2.2	-312	.4	-53
Foreign.....	70.6	79.7	9.0	5.8	3.2	8.9	276	.0	0	.6	19	-6.3	-196
Small.....	.8	6.1	5.2	.1	5.1	4.7	90	4.8	94	3.0	59	-7.4	-143
Medium.....	3.5	5.1	1.6	.3	1.3	1.5	119	-.4	35	-.4	-32	-.3	-22
Large.....	66.3	68.6	2.3	5.5	-3.2	2.7	-86	-5.3	165	-2.0	62	1.3	-41
Manufacturing													
Total.....	2,045.3	1,973.8	-71.4	168.3	-239.7	-158.0	66	.0	0	.0	0	-81.8	34
Small (0-19.9).....	149.1	191.9	42.9	12.3	30.6	1.4	5	42.3	138	.0	0	-13.1	-43
Medium (20-99.9).....	316.9	296.5	-20.4	26.1	-46.5	-23.3	50	-14.7	32	.0	0	-8.5	18
Large (100+).....	1,579.4	1,485.4	-94.0	130.0	-223.9	-136.2	61	-27.7	12	.0	0	-60.1	27
Canadian.....	1,234.9	1,227.5	-7.4	101.6	-109.1	-95.9	88	.0	0	17.0	-15	-30.2	28
Small.....	144.4	185.3	40.9	11.9	29.0	2.6	9	40.1	138	-.2	-1	-13.4	-46
Medium.....	274.9	257.8	-17.1	22.6	-39.7	-19.5	49	-13.9	35	2.8	-7	-9.2	23
Large.....	815.6	784.3	-31.3	67.1	-98.4	-79.0	80	-26.2	27	14.4	-15	-7.5	8
Foreign.....	810.4	746.4	-64.0	66.7	-130.7	-62.1	48	.0	0	-17.0	13	-51.6	39
Small.....	4.7	6.6	2.0	.4	1.6	-1.1	-71	2.3	142	-.2	12	.3	17
Medium.....	41.9	38.6	-3.3	3.5	-6.7	-3.8	56	-.8	12	-2.8	42	-.7	-10
Large.....	763.8	701.1	-62.7	62.8	-125.5	-57.2	46	-1.5	1	-14.3	11	-52.6	42
Construction													
Total.....	458.1	437.2	-20.8	37.7	-58.5	-79.0	135	.0	0	.0	0	20.5	-35
Small (0-19.9).....	192.5	189.6	-2.9	15.8	-18.7	-54.2	290	11.0	-59	.0	0	24.6	-131
Medium (20-99.9).....	123.5	105.3	-18.1	10.2	-28.3	-19.2	68	-9.5	34	.0	0	.4	-1
Large (100+).....	142.1	142.3	-.2	11.7	-11.5	-5.6	48	-1.5	13	.0	0	-4.5	39
Canadian.....	415.9	385.6	-30.3	34.2	-64.5	-88.4	137	.0	0	-6.6	10	30.4	-47
Small.....	191.9	188.0	-3.9	15.8	-19.7	-54.9	279	10.0	-51	-1.0	5	26.2	-133
Medium.....	120.9	101.9	-19.0	10.0	-29.0	-20.1	69	-10.1	35	-1.1	4	2.3	-8
Large.....	103.0	95.7	-7.3	8.5	-15.8	-13.4	85	.1	-1	-4.5	28	2.0	-12
Foreign.....	42.2	51.7	9.5	3.5	6.0	9.4	156	.0	0	8.6	110	-9.9	-165
Small.....	.6	1.6	1.0	.0	1.0	.7	67	1.0	95	1.0	100	-1.6	-164
Medium.....	2.5	3.5	.9	.2	.7	.9	125	.6	87	1.1	156	-1.9	-268
Large.....	39.1	46.6	7.5	3.2	4.3	7.8	181	-1.6	-36	4.5	104	-6.4	-149

Note: Full-Year Equivalent (FYE) in thousands (,000)

SOURCE: Business Microdata Integration and Analysis, Statistics Canada

### 3.7 DEMOGRAPHIC AND EARNINGS PROFILE OF BUSINESS EMPLOYMENT (FYE)

#### 3.7.1. Applications

This data series addresses such policy issues as:

- ° Does small business employ a larger-than-expected share of youths or women?
- ° Are the turnover rates in a given industry and firm size significantly different?
- ° Is there a difference in the level of earnings, by age and sex, across different size classes of companies? and
- ° For both of the above issues, are there significant variations across industries (up to 3 digit SIC) or regions (all 12 provinces and territories)?

For the business community such data will prove useful to researchers studying employee age, sex and size of firm issues. For example, Statistics Canada has been approached by several insurance companies who wish to purchase these data to target their sale of group life insurance programs. These data could help many firms in their market planning and actual marketing of products and/or services which apply to specific sizes of companies.

### 3.7.2. The Past

Statistics Canada has long produced employment estimates by industry or age or sex and often by region, but not by firm size and never has it been possible to cross tabulate all of these variables at once.

### 3.7.3. The Present

Statistics Canada and the FBDB collaborated in an effort to produce a pilot study with 1983 data. National level data is included in the current FBDB - Statistics Canada collaborative publication on small business. Graphic 3.7A illustrates the type of tabulations which are possible by the industry, six firm size classes, seven age strata, and gender.

### 3.7.4. The Proposal

Annual production costs are estimated at \$25,000 plus marginal costs of dissemination. If commitments were made in February 1986, a report containing 1978-1984 data could be ready by late summer 1986. This initial multi-year study would cost \$40,000.

Graphic 3.7A

## DEMOGRAPHIC AND EARNINGS PROFILE OF BUSINESS EMPLOYMENT

**EMPLOYMENT, PAYROLL AND AVERAGE EARNINGS  
BY INDUSTRY DIVISION,  
FIRM SIZE,  
AGE AND SEX**

35-44 TOTAL		FYE.....	171,891	8	23	100	194,356	9	24	100	155,305	7	25	100	1,048,018	48	28	100
T4.....		2,199,388	100	26	100	255,382	12	23	100	194,356	9	24	100	191,153	7	18	100	
PAYROLL....		2,840,404	100	27	100	386,909	14	17	100	255,919	9	17	100	191,153	6	21	100	
AVG PAY....		46,201,8	100	27	100	3,068,3	7	23	100	4,422,5	10	24	100	2,947,6	6	26	100	
MALE FYE.....		1,471,799	100	17	100	7,356	45	136	100	11,430	70	143	100	13,802	65	144	100	
T4.....		1,595,271	100	11	56	208,855	13	9	50	221,921	14	10	57	152,878	10	10	50	
PAYROLL....		32,675,79	100	192	707	1,809,71	6	174	35	10	171	706	2	635,78	8	188,746	2,158,86	
AVG PAY....		20,483	100	176	8,665	42	160	118	14	107	919	69	176	123	17,241	64	180,125	
FEMALE FYE.....		727,589	100	9	33	78,159	11	9	45	86,549	12	8	34	57,382	8	7	30	
T4.....		1,245,131	100	9	44	208,236	17	9	50	164,988	13	7	43	103,041	8	4	37,382	
PAYROLL....		13,526,03	100	80	293	1,258,56	9	95	410	1,298,13	10	71	294	896,55	7	64	254	
AVG PAY....		10,863	100	93	67	6,044	56	111	82	7,868	72	69	8,701	60	91	53	9,852	
45-54 TOTAL		FYE.....	1,531,928	100	18	100	121,946	8	16	100	176,066	12	16	100	137,970	9	17	100
T4.....		1,827,279	100	12	100	278,580	15	11	100	247,868	14	11	100	164,135	9	11	100	
PAYROLL....		31,973,0	100	19	100	2,174,4	7	16	100	3,033,8	9	10	100	2,492,5	8	18	100	
MALE FYE.....		1,498,100	100	12	69	7,805	45	144	100	12,240	70	153	100	15,123	66	15,123	21,166,8	
T4.....		1,054,436	100	12	69	67,916	6	9	56	119,157	11	11	67	97,291	9	12	71	
PAYROLL....		1,064,067	100	7	58	141,403	13	6	51	143,774	14	6	58	98,195	9	7	60	
AVG PAY....		23,502,01	100	138	735	1,308,02	6	99	602	2,163,36	9	119	713	1,863,17	8	133	2,151	
FEMALE FYE.....		22,087	100	190	126	9,256	42	171	119	15,047	68	188	123	18,974	61	199	125	
T4.....		477,091	100	6	31	54,030	11	7	44	58,909	12	5	33	40,679	9	5	29	
PAYROLL....		763,205	100	5	42	137,177	18	6	49	104,094	14	5	42	65,940	9	4	40	
AVG PAY....		6,470,98	100	50	265	866,35	10	66	398	870,42	48	287	8,662	75	68	9,393	65	98
55-64 TOTAL		FYE.....	918,457	100	11	100	74,974	8	10	100	100,296	11	9	100	79,396	9	10	100
T4.....		1,133,598	100	8	100	171,259	15	7	100	139,485	12	6	100	93,898	8	6	100	
PAYROLL....		18,926,4	100	11	100	1,211	1,259	1,100	100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	
AVG PAY....		16,694	100	143	100	7,717	46	142	100	12,106	73	152	100	15,012	10	154	100	
MALE FYE.....		657,360	100	8	72	43,222	7	6	58	69,019	10	6	69	57,065	9	7	71	
T4.....		715,929	100	5	63	91,457	13	65	59	85,596	12	4	61	52,919	8	4	63	
PAYROLL....		14,441,99	100	85	763	812,16	6	6	615	1,233,91	9	68	731	1,073,21	7	72	77,918	
AVG PAY....		20,172	100	173	121	8,880	44	164	115	14,416	119	18,123	90	190	121	20,416	101	187
FEMALE FYE.....		260,498	100	3	28	31,752	12	4	42	31,217	12	3	31	22,331	9	3	28	
T4.....		417,763	100	3	37	79,802	19	3	47	53,889	13	2	39	34,679	13	2	39	
PAYROLL....		4,484,37	100	26	237	79,509	46	11	39	454,71	10	25	269	336,35	8	24	339	
AVG PAY....		10,734	100	92	64	6,384	59	118	83	8,438	79	106	70	9,699	90	102	65	
65+ TOTAL		FYE.....	131,872	100	2	100	20,989	16	3	100	26,261	20	2	100	18,042	14	2	100
T4.....		244,772	100	2	100	60,164	25	100	46,882	19	2	100	26,479	11	2	100	17,051	
PAYROLL....		2,322,9	100	1	100	369,2	16	3	100	44,4	18	100	286,9	13	2	100	225,1	
AVG PAY....		9,490	100	82	100	6,137	65	113	100	9,047	95	113	100	11,290	100	12,902	100	
MALE FYE.....		103,644	100	1	79	14,936	14	2	71	21,021	20	2	80	14,603	14	2	81	
T4.....		182,209	100	1	74	43,139	24	22	36,782	20	2	78	20,547	11	1	78	12,929	
PAYROLL....		1,874,39	100	11	607	263,07	14	20	729	34,703	19	19	618	247,91	13	18,829	188,36	
AVG PAY....		10,287	100	88	108	6,237	61	15	102	9,435	92	118	104	12,066	117	126	107	
FEMALE FYE.....		28,226	100	0	21	6,053	21	1	29	5,239	19	0	20	3,439	12	0	19	
T4.....		62,563	100	0	26	17,025	27	1	28	10,100	19	0	22	5,932	9	0	22	
PAYROLL....		448,48	100	3	193	100	16	22	8,271	77,11	17	4	182	51,03	11	4	171	
AVG PAY....		7,168	100	62	76	5,883	82	108	96	7,635	107	96	84	8,602	120	90	76	
UNCLASSIFIED		FYE.....	17,837	100	0	100	4,562	26	1	100	4,929	28	0	100	2,463	14	0	100
T4.....		58,727	100	0	100	23,203	40	2	100	16,353	28	1	100	6,901	5	3,164	5	100
PAYROLL....		29,135	100	2	100	78,23	27	6	100	68,79	24	4	100	33,701	12	2,100	24	100
AVG PAY....		4,961	100	43	100	3,372	68	62	100	4,206	85	53	100	4,884	98	51,100	7,639	154

SOURCE: BUSINESS MICRODATA INTEGRATION AND ANALYSIS, STATISTICS CANADA

AVG PAY = PAYROLL/T4 COUNTER

#### 4 NEW INITIATIVES PROPOSED

##### 4.1 BUSINESS BIRTHS AND DEATHS

###### 4.1.1. Applications

Information on the number of business births and deaths could provide governments with a measure of the internal dynamics of a given industry and province or territory.

These data would not only establish the existing number of businesses in given industries and regions but would grow to become a more accurate basis for assessing the age of companies. This age of business information could eventually be related to employment and financial performance characteristics (see projects 3.6 and 4.3).

Comparisons over different periods of time could serve as an indicator of overall economic activity while fluctuations in birth/death ratio may signal either an improvement or a deterioration in the quality of management.

These data would be descriptive of the "seedbed" role played by new small businesses and its variations across different points in the business cycle.

Births and deaths data is also relevant to the business sector. These data would be useful in market planning exercises as supplier firms try to estimate present or future demands for their goods and/or services.

#### 4.1.2. The Past

No comprehensive data on either total business births or deaths currently exists. Data for firms with employees is becoming available as indicated in section 3.6 above but this source excludes hundreds of thousands of self-employment firms. The Canada Superintendent of Bankrupsies reports on those business deaths resulting in unpaid liabilities to investors, employees or suppliers but excludes coverage of the many businesses which terminate operations without going bankrupt.

#### 4.1.3. The Present

The Tax Record Access Sub-Division of Statistics Canada is developing a methodology to measure births and deaths for both employer firms and self-employment firms. The technique involves a matching of universe tax files from different years using unique firm identifiers. Presumed unincorporated business deaths will be compared to incorporated business births via a comparison of industry (SIC) codes, location, gross business income, and date of incorporation. Presumed incorporated business deaths will be searched against corporate

records to verify the final disposition of the business i.e. death, merger, acquisition, etc.

4.1.4. The Proposal

The Tax Record Access Sub-Division would require approximately \$10,000 labour costs and \$20,000 computer time to produce results in this area each year. Data by three digit SIC, 12 regions and Canada total are feasible as depicted in Graphic 4.1A. If such resources become available in February 1986, business birth data for 1984 and death data for 1983 could be produced by winter 1986.

BUSINESS BIRTHS AND DEATHS, BY PROVINCE  
1984 & 1983

GRAPHIC 4.1A

- 55 -  
GRAPHIC 4.1A

INDUSTRY NAME S.I.C.	NEWFOUNDLAND Births - Deaths 1984 1983	NOVA SCOTIA Births - Deaths 1984 1983	NEW BRUNSWICK Births - Deaths 1984 1983	PRINCE EDWARD ISLAND Births - Deaths 1984 1983	QUEBEC Births - Deaths 1984 1983	ONTARIO Births - Deaths 1984 1983

## BUSINESS BIRTHS AND DEATHS, BY PROVINCE 1984 & 1983

#### GRAPHIC 4.1A (cont'd)

**GRAPHIC 4.1A (Cont'd)**

- 56 -

## 4.2 SALES PER SQUARE METRE/FOOT

### 4.2.1. Applications

This operating ratio is a critically important measure for almost all retail trade stores as well as for some service industries where rent makes up a major component of total operating costs. It is a key input in projecting sales, determining staff levels and in inventory planning. It is also used by the managers of larger stores to allocate internal floor space to different categories of goods.

### 4.2.2. The Present

This ratio is presently collected only from 1,200 large retail chain stores (see Graphic 4.2A). There is no similar information for the 180,000 independent small retailers.

### 4.2.3. The Proposal

It is estimated that reliable sales per square metre data could be collected for 34 kinds of businesses (KOB) (see Graphics 4.2A and 4.2B) via a small biannual telephone survey of 9,300 representatively selected firms from the existing Retail Trade Section's sample frame. The level of detail by size group, regional and urban/rural provided for a given kind of business would be dependent on the particular business

(From Cat. #63-210)

TABLE 8. Retail Chains, Total Floor Area, by Selected Kinds of Business, 1983

Kind of business No.	Chains	Stores	Total sales	Total floor area	Average sales per square metre
	Chaines	Magasins	Ventes totales	Superficie totale	Ventes moyennes par mètre carré
	No. - nbre	\$'000	m <sup>2</sup>	\$	
TOTAL	909	19,776	27,473,786	11,051,190	...
<b>Food, beverage and drug group</b>					
1 Supermarkets	50	1,659	12,634,480	3,523,298	3,711
2 Grocery stores	38	1,966	1,353,475	439,261	3,222
3 Bakery products stores	8	58	13,416	8,053	2,432
4 Dairy products stores	3	17	2,506	1,075	2,898
5 Candy and nut stores	7	275	58,254	18,115	3,726
6 Meat markets	5	37	14,994	2,738	8,909
7 Other food stores(2)	12	106	54,469	22,331	3,122
8 Liquor stores	12	1,133	2,774,448	585,756	4,969
9 Wine stores	5	113	24,890	6,891	8,532
10 Beer stores	3	405	712,503	162,209	4,462
11 Pharmacies(3)	66	712	1,056,910	312,494	-4,447
<b>Shoe, apparel, fabric and yarn group</b>					
12 Shoe stores(4)	57	1,943	654,048	325,860	2,180
13 Men's clothing stores	35	958	617,525	285,011	2,320
14 Women's clothing stores	120	2,284	999,656	623,038	2,071
15 Children's clothing stores	11	163	63,016	37,603	1,828
16 Family clothing stores	83	1,257	853,605	689,306	1,974
17 Fabric and yarn stores	19	148	65,244	66,855	1,238
<b>Household furniture, appliances and furnishings group</b>					
18 Household furniture stores (with appliances and furnishings)	16	94	239,966	171,598	1,976
19 Household furniture stores (without appliances and furnishings)	25	216	368,265	443,314	927
20 Appliance, television, radio and stereo stores(5)	12	618	336,560	105,752	3,746
21 Floor covering stores and drapery stores	8	90	104,215	63,227	1,812
22 Other home furnishings stores(6)	21	207	94,077	66,820	2,183
<b>General retail merchandising group</b>					
23 General stores	11	233	737,713	303,404	2,488
24 Other general merchandise stores (variety and general merchandise stores)	29	1,023	1,593,058	1,753,076	1,402
<b>Other retail stores group</b>					
25 Book and stationery stores	25	560	246,917	141,556	2,132
26 Florist shops	11	60	14,296	19,882	1,959
27 Paint, glass and wallpaper stores	10	143	49,992	39,088	1,652
28 Sporting goods stores(8)	16	211	167,043	97,790	2,208
29 Record and tape stores	12	230	107,530	36,684	2,960
30 Jewellery stores	29	663	388,268	136,334	8,106
31 Camera and photographic supply stores	12	145	75,870	17,971	4,672
32 Toy and hobby stores	15	181	63,366	37,633	1,784
33 Gift, novelty and souvenir stores	24	315	111,617	47,333	2,756
34 Second-hand merchandise stores	11	140	26,782	65,519	571
35 Opticians' shops	37	352	83,362*	30,328	3,084
36 Luggage and leather goods stores	13	122	29,203	15,115	3,914
37 Pet stores	9	75	20,937	117,044	1,565
38 Other retail stores(9)	29	864	661,310	231,828	5,495

See footnote(s) at end of tables.

(From Cat. #63-210)

TABLEAU 8. Chaines de magasins de détail, superficie totale selon certains genres de commerce, 1983

Median sales per square metre	Total floor area	Average sales per square foot	Median sales per square foot	Genre de commerce	No
Ventes médianes par mètre carré	Superficie totale	Ventes moyennes par pied carré	Ventes médianes par pied carré		
\$	ft <sup>2</sup> - pi <sup>2</sup>	\$	\$		
...	118,829,975	...	...	TOTAL	
				Groupe des aliments, boissons et médicaments	
3,392	37,884,926	345	315	Supermarchés d'alimentation	1
2,807	4,723,241	300	261	Épiceries	2
1,941	86,589	226	181	Roulangeries-pâtisseries	3
2,774	11,555	270	258	Laiteries	4
3,143	194,785	347	292	Confiseries et magasins de noix	5
6,021	29,439	829	560	Marchés de viandes	6
1,953	240,119	290	182	Autres magasins d'alimentation(2)	7
3,719	6,298,453	462	346	Magasins de spiritueux	8
5,305	74,095	793	493	Magasins de vin	9
4,161	1,744,179	415	387	Magasins de bière	10
3,071	3,360,148	414	286	Pharmacies(3)	11
				Groupe des chaussures, vêtements, tissus et filés	
1,759	3,503,872	203	164	Magasins de chaussures(4)	12
1,991	3,064,630	216	185	Magasins de vêtements pour hommes	13
1,799	6,699,330	193	167	Magasins de vêtements pour dames	14
1,659	404,329	170	154	Magasins de vêtements pour enfants	15
1,384	7,411,891	184	129	Magasins de vêtements pour la famille	16
1,112	718,866	115	103	Magasins de tissus et de filés	17
				Groupe des meubles, appareils et accessoires d'ameublement de maison	
928	1,845,135	184	86	Magasins de meubles de maison (avec appareils ménagers et accessoires d'ameublement)	18
707	4,766,821	86	66	Magasins de meubles de maison (sans appareils ménagers ni accessoires d'ameublement)	19
2,963	1,137,117	348	276	Magasins d'appareils ménagers, de postes de télévision et de radio et d'appareils stéréophoniques(5)	20
1,597	679,860	169	149	Magasins de revêtements de sol et de tentures	21
1,665	718,493	203	155	Autres magasins d'ameublement de maison(6)	22
				Groupe des magasins de marchandises diverses	
2,159	3,262,413	231	201	Magasins généraux	23
807	18,850,277	130	75	Autres magasins de marchandises diverses (bazars et magasins de marchandises diverses)	24
				Groupe des autres magasins de détail	
1,795	1,522,104	198	167	Librairies et papeteries	25
1,637	213,785	182	152	Fleuristes	26
1,300	420,305	154	121	Magasins de peinture, de vitre et de papier peint	27
1,965	1,051,510	205	183	Magasins d'articles de sport(8)	28
2,664	394,450	275	248	Magasins de disques et de bandes magnétiques	29
2,678	1,465,952	754	249	Bijouteries	30
4,174	193,240	435	388	Magasins d'appareils et de fournitures photographiques	31
1,664	404,660	166	155	Magasins de jouets et d'articles de loisir	32
1,942	508,954	256	181	Magasins de cadeaux, d'articles de fantaisie et de souvenirs	33
483	704,509	53	45	Magasins de marchandises d'occasion	34
2,599	326,105	287	242	Opticiens	35
2,223	162,528	364	207	Magasins de bagages et de maroquinerie	36
1,370	1,258,537	146	127	Magasins d'animaux de maison	37
3,521	2,492,773	511	327	Autres magasins de vente au détail(9)	38

Voir note(s) à la fin des tableaux.

## CANADA

## Sales per Square Metre by Independent Retailers

CATEGORY: Urban or Rural

YEAR: 1986

Kind of Business

<u>Kind of Business</u>	Revenue Size Group		
	\$10 - 100,000 Median Sales per square metre	100,000 - \$500,000 Median Sales per square metre	500,000 - \$2,000,000 Median Sales per square metre
Bakery products stores	\$	\$	\$
Fruit and vegetable stores			
Meat markets			
Furriers and fur stores			
Children's and infants' wear stores			
Paint, glass & wallpaper stores			
Household appliance stores			
TV sales & service stores			
Picture and picture framing stores			
Bicycle shops			
Camera & photographic supply stores			
Opticians			
Toy shops			
Pet shops			

GRAPHIC 4.2B

REGION: \_\_\_\_\_

CATEGORY: Urban or Rural

YEAR: 1986

Kind of Business

Kind of Business	Revenue Size Group		
	\$10 - 100,000 Median Sales per square metre	100,000 - \$500,000 Median Sales per square metre	500,000 - \$2,000,000 Median Sales per square metre
Grocery stores (15% or less fresh meat)	\$	\$	\$
Grocery stores (15% or more fresh meat)			
General merchandise stores (less 1/3 food)			
General merchandise stores (more 1/3 food)			
Accessories, tire and battery stores			
Men's and boy's clothing stores			
Women's clothing stores			
Family clothing and furnishings stores			
Shoe stores			
Hardware stores			
Furniture stores			
T.V., radio and hi-fi stores			
Floor coverings, curtains, upholstery & interior decorator stores			
Drug stores			
Jewellery stores			
Sporting goods stores			
Tobacco stores and stands			
Book and stationary stores			
Florists			
Gift, novelty and souvenir shops			

NOTE: Sales per square metre data is based on the sales area accessible to the public.

population and sampling parameters of each KOB. Statistics Canada remains sensitive to the issue of increasing paperburden particularly among small businesses that can ill afford time away from their operations. However, in this instance the introduction of a new survey is believed to be the only method of formulating reliable statistics. Further, this survey would be conducted by telephone and ask only five series of questions to each respondent once every two years.

The specific questions to be asked are depicted in Graphic 4.2C.

The telephone surveyors will be trained to respond to definitional queries posed by store owners or managers. Respondents will be sent a summary of the survey results in a subsequent mail-out of the monthly Retail Trade Survey.

Project design costs are estimated to be \$10,000. Annual operating costs for telephone, follow-up mailings, editing and associated processing are estimated at \$104,000 per survey or \$52,000 per year.

If resources were made available by February 1986 the first results could be available in the fall of 1986.

Selling Space Survey of Independent Retailers

GRAPHIC 4.2C

1. Describe the nature of your business?

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Correct 1966 Kind of Business Code?

Yes

No

 If no, revised code. 1966 KOB \_\_\_\_\_ 1980 4-digit SIC \_\_\_\_\_

2. Number of retail outlets for which you are presently reporting sales to us, on a monthly basis. \_\_\_\_\_

3. Is this store/outlet located in a:

- Regional shopping centre  
(30+ stores with free parking)  Yes  No
- Indoor shopping mall  
(eg. Rideau Centre,  
Eaton Centre, Vancouver Centre etc.)  Yes  No
- Community shopping centre  
(medium sized centre 15 - 30  
retail stores with free parking)  Yes  No
- Neighbourhood centre  
(small centre 5 - 15  
retail stores with free  
off-street parking)  Yes  No
- On - street location  Yes  No

4. Is this store/outlet, etc. located in an  Urban or  Rural area ?

5. Gross floor area of the premises which is usually accessible to the public ?

Total Gross floor area of the premises including storage, office, warehouse  
and other floor area ?

Area reported above in square feet ?

square metres ?

#### 4.3 EMPLOYMENT CREATION AND FINANCIAL PERFORMANCE

##### 4.3.1. Application

This study will be of keen interest to policy analysts involved with fiscal policy and economic development. This effort will relate the employment creation performance of the universe of approximately 575,000 incorporated employers to their financial performance from 1978 to 1983. This study is meant as a starting point in the search for explanation into the employment creation process.

##### 4.3.2. The Past

There is none.

##### 4.3.3. The Present

Work will start in early February, 1986 on the expectation of subsequent funding. Discussions related to project design and funding are underway with Finance Canada and DRIE.

Statistics Canada captures only 5 key variables for the universe of incorporated firms: sales, assets, equity, profits and taxable income. All five are related to total payroll and estimated person years of employment.

Econometric analysis will focus on economies of scale and total factor productivity.

4.3.4. Proposal for the Future

This study should be undertaken on an annual basis. The initial study will cost \$75,000 with subsequent annual production costs falling to about \$50,000. Eventually, it will be possible to relate the dozens of additional financial variables transcribed from business taxation records (T1 and T2) for projects 3.1 and 3.5 to the employment creation performance of these firms.

#### 4.4 JOB SEVERANCE BY REASON AND SUBSEQUENT ACTIVITY

##### 4.4.1. Applications

This statistical system, which is still in a basic research mode, responds to a wide variety of current public policy issues by providing new insights on many labour adjustment issues from 1978 to 1984. Databases created largely from administrative records are capable of tracking individual worker mobility (for the entire employed economy) from one job to another, from one industry to another (3 digit SIC) and one province to another. The age and sex of each worker is known and their earnings from each employer is also known. Employers can be described by industry (3 digit SIC), firm size (payroll or FYE count), and country of control. For the incorporated subset of employers their financial performance can also be measured by sales, assets, equity, profits and taxable income.

In over 75% of job severances, the reason for separation is known and coded on an administrative record called the Record of Employment. Among the 10 discernable reasons, analysts will be able to distinguish between temporary layoffs, permanent layoffs (those greater than one year) and complete company closures (but not establishment closures). Other reasons include quits, maternity, return to school, retirement etc.

Any usage of unemployment insurance (UI) may usually be ascribed to the employer with whom the employee had the largest and most recent attachment as determined by their weekly payment of UI premiums. The incidence, duration in person weeks and total dollar value of benefits can be calculated. Employers can be described by industry (3 digit SIC), firm size (payroll or FYE count), country of control and province.

This research might well address many labour market issues which are particularly relevant to small business e.g. job tenure (stability) and UI usage by firm size, industry and region.

#### 4.4.2. The Past

A first experimental study has been completed and is now undergoing peer review. This study identified a 10% sample of job severances in 1980 and measured subsequent UI usage ascribable to the former employers. The study was conducted at the national level and only distinguished between voluntary and involuntary separations.

#### 4.4.3. The Present

A first draft of a research design for a proposed extended and longitudinal study has been prepared. Business Microdata Integration and Analysis (BMIA) of Statistics Canada is currently looking for a partner or consortium of investor agencies to help refine their research design and fund this project.

4.4.4. The Proposal

Since this work is still in an exploratory stage of development it is proposed that interested parties contact John McVey, Chief, BMIA (991-3610) to consult with him on specific interests and opportunities for collaboration.

#### 4.5 EXPORTS BY COMPANY SIZE \*

##### 4.5.1. Applications

Import and export data by company size, commodity and location responds to two prime business information needs:

- 1) a base from which to calculate the market size of a given commodity in a given area i.e. domestic disappearance, and
  - 2) a means to evaluate the contribution made by different sized businesses in each of these commodity markets.
- 

\* It should be noted that this conversion exercise is fraught with unknowns in that it requires more detail (and compliance) from exporters, more proficiency on the part of Statistics Canada coders to classify exported goods and, requires more care to safeguard against the increased probability of publishing confidential information about a single firm's shipments. The development cost of introducing an exporter ID number to link Export Declarations and process the data in a manner indicated above is estimated at \$500,000 in the initial two years, including \$140,000 per year for data collection. No budget has yet been allocated to this project by Statistics Canada.

With such information business persons can make an estimate of their potential role in certain target markets. For example, have small firms already captured a significant share of their particular industry suggesting there may or may not be an opportunity for their firm? Also trading houses and crown corporations such as the Export Development Corporation could use this data to determine their target markets and assess the type of services and financing they should be offering.

#### 4.5.2. The Past and Present

Such detailed data is currently available for imports with reports showing the volume of commodities by commodity code, province of clearance and size of business but it is not available for exports. Some estimates are produced on an occasional (every five years) basis in the Destination of Shipments, Cat #31-530, but these are available only on aggregative 2 digit SIC level of detail for the manufacturing community only.

The key data element required to enable such export information by company size to be produced is the addition of an exporter ID to the Canadian Exporter Declaration Form (B-13). The exporter ID number enables linkages of trade transactions to the Statistics Canada Business Register company identifier which, in turn, provides access to additional data sources such as the exporter's industry, size, location, ownership, etc.

Conversion to the Harmonized Commodity Description and Coding System will increase the commodity detail available for exports from 1,300 commodities to over 5,000 but is not scheduled for implementation before 1988.

#### 4.5.3. The Proposal

Duplicate, for the export field, the data currently available for imports by having Canadian exporters provide their Revenue Canada Payroll Deduction Number on the B-13 Export Declaration forms. This is the same number now provided by importers on their Import Entry Declarations. U.S. exporters are already required to provide similar company identifiers on their export declarations.

Verification, enforcement, and staff training procedures will be required to ensure accurate company identifier and commodity coding is provided, captured and then linked to other Statistics Canada data sources. This work is estimated, as stated above, to cost \$500,000 in the initial two year developmental phase and \$140,000 per year thereafter for on-going data capture and processing costs.

#### 4.6 LABOUR MARKET PROFILE

##### 4.6.1. Application

Differences in the labour market characteristics of employees - wages earned, employment and unemployment history, union affiliation, pension coverage, etc. - by industry and size of firm provides analysts with a window on the relative needs of each market segment.

Graphic 4.6A depicts one of the outputs possible using this source.

This information would enable analysts in both government and industry to, for instance, determine some of the likely benefits, or costs, of changes in union adherence or practices in a given industry or geographic area. A significant union/non-union wage differential in a given industry may be correlated to, say, greater union worker employment stability or to higher average employee age suggesting that the higher union wage maybe related to the greater experience of their members.

On the other hand, correlations of lower non-union wages to small sized firms and to greater part-time employment may help explain observed shifts toward increasing employment by such firms.

Financial planning analysts would also be interested in this data to help identify new pension or other financial market opportunities in certain industries or geographic areas. A low rate of pension

**YEAR**

## LABOUR MARKET PROFILE

#### GRAPHIC 4.6A

**INDUSTRY:**

**PROVINCE:**

SIZE OF FIRM (# OF EMPLOYEES)	median age	% males	% union members	% covered by pension	median hours worked per week	median # employers in past year
1 - 19						
20 - 49						
50 - 99						
100 - 499						
500+						

coverage coupled with high employment stability and high wages would be one circumstance signalling an opportunity for such firms.

#### 4.6.2. The Past

Three separate surveys - all supplements to the Labour Force Survey - are precedents to the profile being proposed. In 1981 a Work History Survey collected employment data on months worked, industry, occupation, and wages earned for the respondents last four employers. In December 1984 a Survey of Union Membership was conducted collecting similar information plus pension coverage and demographic data. In January 1985 a Work Patterns Survey asked respondents to recall their labour market activities for each month of the previous year in order to determine their labour force participation rate, extent of full and part-time employment, and incidence of temporary layoffs. In each of these Supplementary Surveys some 52,000 dwellings (involving 90,000 persons over 15 years of age) were surveyed.

#### 4.6.3. The Present

There are no firm plans to repeat any of the three surveys at this time even though the federal Department of Labour's Wage Rate Survey (which was the only other source of somewhat similar information) has now been terminated due to budgetary restraints. Both the Department of Labour and the Canada Employment and Immigration Commission have indicated a tentative interest to participate in a consortia funding a combined effort in this area.

#### 4.6.4. The Proposal

A biannual supplementary Labour Force Survey combining the major elements of the three above surveys would meet the needs of most analysts in this area. The first of these new combined supplements (called Labour Market Profiles) would be conducted in January 1987, and cost approximately \$120,000.

## INVESTMENT SYNOPSIS

PROJECT	RESPONSE BURDEN	TIMELINESS (Months after refer. period)	AT PRESENT	ESTIMATED COST (1) (1986 DOLLARS)			APPLICATION
				YEAR I \$ 86/87	YEAR II \$ 87/88	YEAR III \$ 88/89	
3.1 IND. PROFILES, FINANCIAL & OPERATING RATIOS (2)	NO INCREASE	18 MONTHS	170,000	170,000	637,000	637,000	1,444,000
3.2 SURVEY OF EMPLOYMENT, PAYROLL & HOURS	NO INCREASE	3 MONTHS	30,000	125,000	20,000	20,000	165,000
3.3 QUARTERLY SURVEY OF MFG. total, mfg. 22 mfg. industries	3000 ESTAB. SURVEYED	1 MONTH	N/A	33,000 154,000	28,000 145,000	28,000 145,000	89,000 444,000
3.4 CURRENT & EXPECTED MANUFACTURING PRODUCTION	3000 ESTAB. SURVEYED	1 MONTH	N/A	15,000 26,000	13,000 23,000	13,000 23,000	41,000 72,000
3.5 CHANGES IN FINANCIAL POSITION	NO INCREASE	18 MONTHS	203,000	203,000	203,000	203,000	609,000
3.6 EMPLOYMENT CREATION (2)	NO INCREASE	15 MONTHS	150,000	75,000	75,000	75,000	225,000
3.7 DEMOGRAPHIC & EARNINGS PROFILE OF BUSINESS EMPLOYMENT (2)	NO INCREASE	26 MONTHS	75,000	40,000	25,000	25,000	90,000
4.1 BUSINESS DEATHS & BIRTHS	NO INCREASE	BIRTHS 18 MTHS DEATHS 30 MTHS	N/A	30,000	30,000	30,000	90,000
4.2 SALES PER SQUARE METRE	9,300 FIRMS SURVEYED EVERY 2 YRS.	Bi-Annual, 3 MONTHS	10,000	114,000	N/A	104,000	218,000
4.3 EMPLOYMENT CREATION & FINANCIAL PERFORMANCE (3)	NO INCREASE	27 MONTHS	10,000	75,000	50,000	50,000	175,000
4.4 JOB SEVERANCE BY REASON & SUBSEQUENT ACTIVITY	NO INCREASE 9 Digit ID number required	24 MONTHS	50,000	not determined	not determined	not determined	not determined
4.5 EXPORTS BY COMPANY SIZE (2)	NO INCREASE	12 MONTHS	N/A	250,000	250,000	140,000	640,000
4.6 LABOUR MARKET PROFILE	Bi-Annual, 3 MONTHS	N/A	120,000	N/A	N/A	120,000	240,000
	<b>TOTAL</b> Total, mfg. 22 mfg. indust.		698,000 1,250,000 1,382,000			1,331,000 1,445,000 1,458,000	4,026,000 4,412,000

Graphic 5A

- (1) Thirty-eight person years of human resources are required annually and are included in all dollar totals. Capital costs and many overhead expenses have not been included and will be assumed by Statistics Canada.
- (2) It may be feasible to produce more timely reports for these projects, i.e. approximately six months after the reference period, but costs for this work have not yet been determined.
- (3) Costs assume that project 3.6 is undertaken.

Publication	Publication Number	Publication	Frequency of publication	SIC level of detail	Size definition	Comments	Source	
Primary Industries - Home	Selected farm Taxfiler Statistics	21517	Occasional	N/A	Size class of net Income less than -5,001 -5,000 to -3751 -3750 to -2501 -2500 to -1876 -1875 to -1251 -1250 to -626 -625 to -1 1 to 624 625 to 1249 *** 25,000 and over	Farm Taxfilers, by size of net farm income	10 per cent longitudinal Taxation sample file	
Forestry	Logging and wood	25201	Annual	3 digits	Small Businesses All establishments above & minimum shipments size (set annually for each province)	Employment size range code (01) 0 - 4 (02) 5 - 9 (03) 10 - 19 (04) 20 - 49 (05) 50 - 99 (06) 100 - 199	List of establish- Showing employment range (1)	Estimates of the census of forestry
Manufacturing	Manufacturing Industries of Canada Sub-Provincial areas	31209	Annual	4 digits	N/A	Employee size range code	Stratified by total Employed per establishment by tax	
Manufacturing Industries of Canada, National and provincial areas	31203	Annual	3-4 digits	N/A	Employment size range code	Number of establishment by employment size	Census of Manufacturing Principally engaged in manufacturing, supplemented by tax	
Industrial organization and concentration in the manufacturing, mining and logging industries	31402	Official	3-4 digits	N/A	Leading enterprises	Measures of concentration by industry, principal statistics of the leading enterprises, and major group.	Census of Manufacturing	
Major group: Food and Beverage Industries Industry group Code: 01	from 32202 to 32224	Monthly	4 digits	N/A	Employment size range	Principals statistics classified by total employed (manufacture activity)	Survey	
Major group: rubber and plastic products industry	33206	Annual	4 digits	N/A	Employment size range	Principals statistics classified by total employed (manufacture activity)	Survey	
Major group: Leather Industry Industry group code: 04	from 33202 to 33207	Annual	4 digits	N/A	Employment size range	Principals statistics classified by total employed (manufacture activity)	Survey	
Major group: Clothing Industry Industry group code: 07	from 34216 to 34218	Annual	3-4 digits	N/A	Employment size range	Principals statistics classified by total employed (manufacture activity)	Survey	
Major group: Textile Industry Industry group code: 05	from 34221 to 34224	Annual	4 digits	N/A	Employment size range	Principals statistics classified by total employed (manufacture activity)	Survey	
Major group: Wood Industry Industry group code: 06	from 35204 to 35206	Annual	4 digits	N/A	Employment size range	Principals statistics classified by total employed (manufacture activity)	Survey	

## STATISTICS CANADA PUBLISHED DATA ON SMALL BUSINESSES

Division	Publication Name	Publication Number	Frequency of publication	Unit level of detail	Inclusion	Size definition	Comments
	Major group: Furniture and Fixtures Industry	-35216	Annual	3-4 digits	Employment size range	Survey	
	Industry group code: 09						
	Major group: Printing, publishing & allied industry group	36203	Annual	3 digits	Employment size range	Survey	
	Industry industry group code: 11						
	Major group: Paper and allied industries	from 36204 to 36216		3-4 digits	Employment size range		
	Industry group code: 10						
	Major group: Primary metal and industry group code: 12	-41214 -41220 -41231	Annual	3 digits	Employment size range		
	Major group: Metal fabricating industries	from 41216 to 41228		3 digits	Employment size range		
	Industry group code: 13	-41222		3 digit			
	Major group: Machinery Industry	from 42202 to 42214	Annual	3 digits	Employment size range		
	Industry group code: 14	to 42216					
	Major group: Transportation equipment	from 42203 to 42210		3 digits	Employment size range		
	Industry group code: 15	-42211		3-4 digits	Employment size range		
		from 42217 to 42219					
	Major group: electrical prod. Industries	from 43206 to 43213	Annual	3-4 digits	Employment size range	code	
	group code: 18						
	Major group: non-metallic mineral prod. Industries	from 44207 to 44220	Annual	3-4 digits	Employment size range	code	
	Industry group code: 17						
	Major group: Petroleum and coal products	45209	Annual	4 digits	Employment size range	code	
	Industries						
	group code: 18						
	Major group: Chemical & chemical products	from 46210	Annual	3-4 digits	Employment size range	code	
	Industries						
	group code: 19						
	Major group: Miscellaneous manufacturing industries	from 47204 to 47211	Annual	3-4 digits	Employment size range	code	
	Industry group code: 20						

Division	Publication Name	Publication Number	Frequency of Publication	SIC Level of Detail	Inclusion	Exclusion	Size Definition	Comments	Source
Air Transport	Air Carrier Operations In Canada	51002	Quarterly	N/A			Level I Min. of 500,000 employed passengers per year Level II Min of 50,000 employed passengers per year	Operating Stats. Level I - IV prescribed by regulation	Surveys conducted by the Aviation Stats. centre on behalf of Transport Canada and of the C.I.C.
Air Transport	Air Carrier Financial Statements	51206	Annual				Level III annual gross revenues of at least \$500,000 Level IV less than \$200,000 annual gross revenues	Statement of Income and Expenditure Level III - IV	Transportation and Communications Division of Statistics Canada statement submitted by Air Carrier, corporate Tax Return
Rail Transport	Railway Transport	52212		N/A			Level I Min. of 500,000 employed passengers per year Level II Min of 50,000 employed passengers per year	Statement of Income and Expenditure Level III - IV	Transportation and Communications Division of Statistics Canada statement submitted by Air Carrier, corporate Tax Return
Road Transport	Pasenger bus and urban	53215		N/A			Level III annual gross revenues of at least \$500,000 Level IV less than \$500,000 annual gross revenues	Statement of Income and Expenditure Level III - IV	Transportation and Communications Division of Statistics Canada statement submitted by Air Carrier, corporate Tax Return
Communications	Cable Television	56205	Annual	N/A			Class 1. Canadian National Railways, Can. Pacific Ltd. and Via Rail Canada Incorporated and their related operations II. Other carriers average gross revenues of \$500,000 or more III. Other carriers average gross revenues of less than \$500,000 IV. Other co. which report under terminal, bridge, tunnel co.	Employees and their compensation for Level III - IV	Survey
							Establishes which earned gross annual operating revenues revenue equal or greater for all classes	Operating and Income accounts, employment, revenue equal or greater for all classes	
							Class 2. from \$500,000 to \$2 million or more Class 3. from \$100,000 to \$199,999 Class 4. less than \$100,000	Class 2. from \$500,000 to \$2 million or more Class 3. from \$100,000 to \$199,999 Class 4. less than \$100,000	
							Class 0. establis. which were added to the survey	Financial statements for all groups	Annual cable television survey
								Revenue group Group 1, 2.94 million and over Group 2, 1.37 - 2.94 million Group 3, 848,000 - 1.37	

Division	Publication Number	Frequency of publication	Size level of detail	Exclusion	Size distribution	Comments	Source
Business Conditions	Corporation Taxation Statistics	61208	Annual	N/A	By asset size	Corporate tax returns and financial statements	
Merchandising and Services	Motion picture production	63206	Annual	N/A	Revenue size group less than \$100,000 \$100,000 - \$249,999 \$250,000 - \$499,999 \$1,000,000 and over	Operating revenue class of customer (television programs, tele-commerce, other productions revenue,***)	Survey
Motion picture theatres and film distributors		63207			Revenue size group less than \$50,000 \$50,000 - \$99,999 \$100,000 - \$249,999 \$250,000 - \$499,999	Sources of operating income	Survey
Retail chain and Dept. stores		63210			\$500,000 - \$999,999 \$1,000,000 and over	Size of store in square metres	Sales survey
Campus Book Stores		63219	Annual	N/A	Annual sales volume under \$250,000 \$250,000 - \$499,999 \$500,000 - \$999,999 \$1,000,000 - 1,999,999 \$2,000,000 - 4,999,999 \$5,000,000 and over	Sales of retail chain stores, by selected kinds of business	Survey
Computer Service Industry		63222	Annual		Revenue size under \$100,000 \$100,000 - \$499,999 \$500,000 - \$1,999,999 \$2,000,000 - \$4,999,999 \$5,000,000 and over	Operating revenue for establishments providing computer services	Survey
Market Research Handbook 1984		63224	Annual	Firms excluded banks credit agencies insurance carriers invest. & holding co. tax-exempt corporations	Sale size group less - \$50,000 \$50,000 - \$99,999 \$100,000 - \$249,999 \$250,000 - ***	Small business firm by major industry, showing selected operating results and balance sheet. This applies only to relevant sectors of handicraft.	Taxation returns

Division	Publication Name	Publication Number	SIC level of detail	Frequency of publication	Size definition	Fiction	Comments
	Funeral Directors	65532	Occasional		Revenue size group less than \$50,000 \$50,000 - \$99,999 \$100,000 - \$149,999 \$150,000 - \$199,999 *** \$1,000,000 and over	By type of service (interment, cremation, etc.)	Survey
	Motor Vehicle, equipment and Machinery rentals	65533	Occasional		Fee income range less than \$50,000 \$50,000 - \$99,999 \$100,000 - \$199,999 \$200,000 - \$499,999 \$500,000 - \$999,999 *** \$10,000,000 and over	Percentage distribution of rental and leasing revenue	Survey
	Engineering and Scientific services	65537	Occasional		Fee income range less than \$50,000 \$50,000 - \$99,999 \$100,000 - \$199,999 \$200,000 - \$499,999 \$500,000 - \$999,999 *** \$10,000,000 and over	Firms by fee income range Canada, prov. fee incomes and expenses	Survey
	Operating results; Men's retail clothing stores	63603	Annual		Total all sales \$10,000 - \$49,999 \$50,000 - \$99,999 ***	Operating results for provinces, Canada	Revenue Canada, Taxation records
	Operating results, retail shoe stores	63606			Classified by size group (11) establish. with annual revenue or less than \$10,000 are not included in Census data	Summary of Statistics of mechanical establish. classified by size group	Survey questionnaires Census of the Construction industry, mechanical contractor and associated trades
	The Mechanical Contracting Industry	64204	Annual	N/A	\$10,000 - 24,999 \$25,000 - 49,999 \$50,000 - 99,999 \$100,000 - 249,999 *** \$1,000,000 and over	\$10,000 - 24,999 \$25,000 - 49,999 \$50,000 - 99,999 \$100,000 - 249,999 *** \$1,000,000 and over	Survey
	The Electrical Contracting Industry	64205			\$10,000 - 24,999 \$25,000 - 49,999 \$50,000 - 99,999 \$100,000 - 249,999 *** \$1,000,000 and over	\$10,000 - 24,999 \$25,000 - 49,999 \$50,000 - 99,999 \$100,000 - 249,999 *** \$1,000,000 and over	Survey
	The Non-Residential General Building Contracting Industry	64206			\$10,000 - 24,999 \$25,000 - 49,999 \$50,000 - 99,999 \$100,000 - 249,999 *** \$1,000,000 and over	\$10,000 - 24,999 \$25,000 - 49,999 \$50,000 - 99,999 \$100,000 - 249,999 *** \$1,000,000 and over	Survey
	The Residential General Building Contracting Industry	64207			\$10,000 - 24,999 \$25,000 - 49,999 \$50,000 - 99,999 \$100,000 - 249,999 *** \$1,000,000 and over	\$10,000 - 24,999 \$25,000 - 49,999 \$50,000 - 99,999 \$100,000 - 249,999 *** \$1,000,000 and over	Survey

## STATISTICS CANADA PUBLISHED DATA ON SMALL BUSINESS

Division	Publication Number	Publication Name	Frequency of publication	SIC Level of Netell	Inclusion	Size definition	Comments	Source
		The Heavy Engineering Contracting Industry	64209	***		\$10,000 - 24,999 \$25,000 - 49,999 \$50,000 - 99,999 \$100,000 - 249,999		Survey
		The Special Trades Contracting	64210	\$1,000,000 and over		\$10,000 - 24,999 \$25,000 - 49,999 \$50,000 - 99,999 \$100,000 - 249,999	Special Trade Establish. Classified by Trade, Canada, Prov. Regions	Statistics Canada Published Data on Small Business

SPECIAL REQUEST SOURCES

ANNEX B

<u>Industry/Area</u>	<u>Frequency of update</u>	<u>Data Available</u>	<u>Comments</u>
Metal Mines	Quarterly	Employment and Sales Size groupings	Survey
Non-Metal Mines	Quarterly	Employment and Sales Size groupings	Survey
Quarries and Sand Pits	Quarterly	Employment and Sales Size groupings	Survey
Tobacco	Quarterly	Employment and Sales Size groupings	Survey
Wholesale Merchants, Agents & Brokers	Monthly	Employment and Sales Size groupings by province and operating ratios by province	Survey and tax records
Employment and Payroll	Monthly	Company Size groups for employment less than 20 20-49 50-100 100-199 200+ by province	Survey
Small Business in Canada, 1980		Distribution of business by selected industry groups, Canada provinces, unincorporated and incorporated business by sales group shows operating and financial ratios.	Experimental non-catalogued publication released in March 1984 Similar new edition to be issued in February 1986

Commodities	Monthly and quarterly publications:	Value of shipments for approximately 300 commodities. For some commodities provincial shipments, imports and exports are also available.	No size of business breakout available. However, with total shipments information estimates of market share can be made.
	25-001		
	25-002		
	32-001		
	32-004		
	32-006		
	32-011		
	32-013		
	32-024		
	32-025		
	32-026		
	32-027		
	33-002		
	35-001		
	35-002		
	35-003		
	35-006		
	36-002		
	36-003		
	36-004		
	41-001		
	41-006		
	41-011		
	43-001		
	43-002		
	43-005		
	43-009		
	44-001		
	44-003		
	44-004		
	45-001		
	46-002		

CONVERSION OF SELECTED SMALL BUSINESS, 1970 S.I.C. CODES  
TO 1980 S.I.C. CODES

1982  
ESTIMATES  
OF FIRMS

	1982 ESTIMATES OF FIRMS
031 LOGGING	
0411 LOGGING INDUSTRY EXCEPT CONTRACT LOGGING	9,000
0412 CONTRACT LOGGING INDUSTRY	—
4543* MARINE TOWING INDUSTRY	—
4565* FOREST PRODUCTS TRUCKING INDUSTRY	—
254 SASH, DOOR AND OTHER MILLWORK PLANTS	
2541 PREFABRICATED WOODEN BUILDING INDUSTRY	100
2542 WOODEN KITCHEN CABINET AND BATHROOM VANITY INDUSTRY	300
2543 WOODEN DOOR AND WINDOW INDUSTRY	200
2549 OTHER MILLWORK INDUSTRIES	200
261 HOUSEHOLD FURNITURE MANUFACTURERS	
2611* WOODEN HOUSEHOLD FURNITURE INDUSTRY	1,000
2612 UPHOLSTERED HOUSEHOLD FURNITURE INDUSTRY	600
2619 OTHER HOUSEHOLD FURNITURE INDUSTRIES	200
2699* OTHER FURNITURE AND FIXTURE INDUSTRIES N.e.c.	
6213 FURNITURE REFINISHING AND REPAIR SHOPS	
286 COMMERCIAL PRINTING	
2811 BUSINESS FORMS PRINTING INDUSTRY	400
2819 OTHER COMMERCIAL PRINTING INDUSTRIES	2,200
2821* PLATEMAKING, TYPESETTING AND BINDERY INDUSTRY	800
404 BUILDING CONSTRUCTION	
4011 SINGLE FAMILY HOUSING	10,300
4012 APARTMENT AND OTHER MULTIPLE HOUSING	200
4013 RESIDENTIAL RENOVATION	3,100
4021* MANUFACTURING AND LIGHT INDUSTRIAL BUILDING	100
4022 COMMERCIAL BUILDING	200
4023 INSTITUTIONAL BUILDING	100
421 SPECIAL - TRADE CONTRACTORS	
4129* OTHER HEAVY CONSTRUCTION	300
4211 WRECKING AND DEMOLITION	100
4212 WATER WELL DRILLING	600
4213* SEPTIC SYSTEM INSTALLATION	400
4214 EXCAVATING AND GRADING	8,300
4215* EQUIPMENT RENTAL (With operator)	500
4216 ASPHALT PAVING	500
4217 FENCING INSTALLATION	400
4219 OTHER SITE WORK	3,400
4221 PILEDRIVING WORK	100
4222 FORM WORK	300
4223 STEEL REINFORCING	100
4224 CONCRETE POURING AND FINISHING	1,200
4225 PRECAST CONCRETE INSTALLATION	100
4226 ROUGH AND FRAMING CARPENTRY	1,400
4227 STRUCTURAL STEEL ERECTION	200
4229 OTHER STRUCTURAL AND RELATED WORK	100
4231 MASONRY WORK	3,400
4232 SIDING WORK	2,900
4233 GLASS AND GLAZING WORK	500
4234 INSULATION WORK	900

\* Denotes 'Part of'

ANNEX 'C' CONT'D

CONVERSION OF SELECTED SMALL BUSINESS, 1970 S.I.C. CODES  
TO 1980 S.I.C. CODES

1982  
ESTIMATES  
OF FIRMS

4235	ROOF SHINGLING	600
4236	SHEET METAL AND BUILT-UP ROOFING	600
4239	OTHER EXTERIOR CLOSE-IN WORK	100
4241	PLUMBING	5,300
4242	DRY HEATING AND GAS PIPING WORK	900
4243	WET HEATING AND AIR CONDITIONING WORK	1,000
4244	SHEET METAL AND OTHER DUCT WORK	600
4251	PROCESS PIPING WORK	—
4252	AUTOMATIC SPRINKLER SYSTEM INSTALLATION	100
4253	COMMERCIAL REFRIGERATION WORK	600
4254	ENVIRONMENTAL CONTROL WORK	—
4255	MILLYRIGHT AND RIGGING	100
4256	THERMAL INSULATION WORK	100
4259	OTHER MECHANICAL SPECIALTY WORK	300
4261	ELECTRICAL WORK	7,600
4271	PLASTERING AND STUCCO WORK	1,100
4272	DRYWALL WORK	3,500
4273	ACOUSTICAL WORK	100
4274	FINISH CARPENTRY	2,800
4275	PAINTING AND DECORATING WORK	7,600
4276	TERRAZZO AND TILE WORK	900
4277	HARDWOOD FLOORING INSTALLATION	400
4278	RESILIENT FLOORING AND CARPET WORK	1,900
4279	OTHER INTERIOR AND FINISHING WORK	200
4291	ELEVATOR AND ESCALATOR INSTALLATION	100
4292	ORNAMENTAL AND MISCELLANEOUS FACRICATED METAL INSTALLATION	200
4293	RESIDENTIAL SWIMMING POOL INSTALLATION	300
4299	OTHER TRADE WORK N.e.c.	2,000
4499*	OTHER SERVICES INCIDENTAL TO CONSTRUCTION N.e.c.	600
4911*	ELECTRIC POWER SYSTEMS INDUSTRY	100
9953*	JANITORIAL SERVICES	7,300
9959*	OTHER SERVICES TO BUILDINGS AND DWELLINGS	1,700
9999*	OTHER SERVICES N.e.c.	4,600
507	OTHER TRUCK TRANSPORT	
4561	GENERAL FREIGHT TRUCKING INDUSTRY	18,100
4562*	USED GOODS MOVING AND STORAGE INDUSTRY	700
4563	BULK LIQUIDS TRUCKING INDUSTRY	1,700
4564	DRY BULK MATERIALS TRUCKING INDUSTRY	2,300
4565*	FOREST PRODUCTS TRUCKING INDUSTRY	2,100
4569	OTHER TRUCK TRANSPORT INDUSTRIES	1,300
4589*	OTHER TRANSPORTATION INDUSTRIES N.e.c.	200
512	TAXICAB OPERATIONS	
4581	TAXICAB INDUSTRY	12,200
517	MISCELLANEOUS SERVICES INCIDENTAL TO TRANSPORT	
4499*	OTHER SERVICES INCIDENTAL TO CONSTRUCTION N.e.c.	600
4592	FREIGHT FORWARDING INDUSTRY	300
4599	OTHER SERVICE INDUSTRIES INCIDENTAL TO TRANSPORTATION N.e.c.	600
9961	TICKET AND TRAVEL AGENCIES	2,000
9962	TOUR WHOLESALERS AND OPERATORS	300
9991	PARKING LOTS AND PARKING GARAGES	200

\* Denotes 'Part of'

ANNEX 'C' CONT'D

**CONVERSION OF SELECTED SMALL BUSINESS, 1970 S.I.C. CODES  
TO 1980 S.I.C. CODES**

**1982  
ESTIMATES  
OF FIRMS**

**519 OTHER TRANSPORTATION**

4513*	NON-SCHEDULED AIR TRANSPORT, SPECIALTY, INDUSTRY	300
4549*	OTHER WATER TRANSPORT INDUSTRIES	100
4573	SCHOOL BUS OPERATIONS INDUSTRIES	2,800
4574	CHARTER AND SIGHTSEEING BUS SERVICES INDUSTRY	100
4575	LIMOUSINE SERVICE TO AIRPORTS AND STATIONS INDUSTRY	200
4589*	OTHER TRANSPORTATION INDUSTRIES N.e.c.	200
8631	AMBULANCE SERVICES	300

**608 WHOLESALERS OF PETROLEUM PRODUCTS**

5111	PETROLEUM PRODUCTS, WHOLESALE	2,600
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**614 WHOLESALERS OF FOOD**

1111*	SOFT DRINK INDUSTRY	200
5211	CONFECTIONERY, WHOLESALE	200
5212	FROZEN FOODS (packaged), WHOLESALE	100
5213	DAIRY PRODUCTS, WHOLESALE	300
5214	POULTRY AND EGGS, WHOLESALE	100
5215	FISH AND SEAFOOD, WHOLESALE	300
5216	FRESH FRUIT AND VEGETABLES, WHOLESALE	400
5217	MEAT AND MEAT PRODUCTS, WHOLESALE	400
5219	OTHER FOODS, WHOLESALE	1,500
5221*	BEVERAGES, WHOLESALE	400

**623 WHOLESALERS OF MACHINERY AND EQUIPMENT, n.e.s.**

5622*	PLUMBING, HEATING AND AIR CONDITIONING EQUIPMENT AND SUPPLIES, WHOLESALE	800
5721	CONSTRUCTION AND FORESTRY MACHINERY, EQUIPMENT AND SUPPLIES, WHOLESALE	400
5722	MINING MACHINERY, EQUIPMENT AND SUPPLIES, WHOLESALE	200
5731*	INDUSTRIAL MACHINERY, EQUIPMENT AND SUPPLIES, WHOLESALE	1,400
5791	OFFICE AND STORE MACHINERY, EQUIPMENT AND SUPPLIES, WHOLESALE	1,500
5792*	SERVICE MACHINERY, EQUIPMENT AND SUPPLIES, WHOLESALE	500
5793*	PROFESSIONAL MACHINERY, EQUIPMENT AND SUPPLIES, WHOLESALE	700
5799*	OTHER MACHINERY, EQUIPMENT AND SUPPLIES N.e.c., WHOLESALE	1,900

**626 WHOLESALERS OF LUMBER AND BUILDING MATERIALS**

5631	LUMBER, PLYWOOD AND MILLWORK, WHOLESALE	1,300
5632	PAINT, GLASS AND WALLPAPER, WHOLESALE	200
5639	OTHER BUILDING MATERIALS, WHOLESALE	2,000

**629 WHOLESALERS, n.e.s.**

5011*	LIVESTOCK	800
5019*	OTHER FARM PRODUCTS, WHOLESALE	300
5221*	BEVERAGES, WHOLESALE	
5313*	WOMEN'S, MISSES AND CHILDREN'S HOSIERY, UNDERWEAR AND APPAREL ACCESSORIES WHOLESALE	400
5411*	ELECTRICAL HOUSEHOLD APPLIANCES, WHOLESALE	200
5439*	OTHER HOUSEHOLD FURNISHINGS, WHOLESALE	200
5519*	OTHER MOTOR VEHICLES AND TRAILERS, WHOLESALE	100
5529*	OTHER MOTOR VEHICLE PARTS AND ACCESSORIES, WHOLESALE	1,100
5613*	NON-FERROUS METAL AND METAL PRODUCTS, WHOLESALE	100
5731*	INDUSTRIAL MACHINERY, EQUIPMENT AND SUPPLIES, WHOLESALE	1,400
5792*	SERVICE MACHINERY, EQUIPMENT AND SUPPLIES, WHOLESALE	500
5793*	PROFESSIONAL MACHINERY, EQUIPMENT AND SUPPLIES, WHOLESALE	700
5799*	OTHER MACHINERY, EQUIPMENT AND SUPPLIES N.e.c. WHOLESALE	1,900

\* denotes 'Part of'

ANNEX 'C' CONT'D

**CONVERSION OF SELECTED SMALL BUSINESS, 1970 S.I.C. CODES  
TO 1980 S.I.C. CODES**

	<b>1982 ESTIMATES OF FIRMS</b>
5931 AGRICULTURAL FEEDS, WHOLESALE	400
5932 SEEDS AND SEED PROCESSING, WHOLESALE	201
5939 AGRICULTURAL CHEMICAL AND OTHER FARM SUPPLIES, WHOLESALE	400
5941 TOYS, NOVELTIES AND FIREWORKS, WHOLESALE	200
5942 AMUSEMENT AND SPORTING GOODS, WHOLESALE	500
5951 PHOTOGRAPHIC EQUIPMENT AND SUPPLIES, WHOLESALE	100
5952 MUSICAL INSTRUMENTS AND ACCESSORIES, WHOLESALE	100
5961 JEWELLERY AND WATCHES, WHOLESALE	400
5971 INDUSTRIAL AND HOUSEHOLD CHEMICALS, WHOLESALE	500
5981* GENERAL MERCHANDISE, WHOLESALE	1,000
5991 BOOKS, PERIODICALS AND NEWSPAPERS, WHOLESALE	300
5992 SECOND-HAND GOODS, WHOLESALE (except machinery and automotive)	100
5993 FOREST PRODUCTS, WHOLESALE	200
5999* OTHER PRODUCTS N.e.c., WHOLESALE	6,400
 642 GENERAL MERCHANDISE STORES	
6411 DEPARTMENT STORES	300
6412* GENERAL STORES	2,100
6413 OTHER GENERAL MERCHANDISE STORES	3,100
 654 GASOLINE SERVICE STATIONS	
6331 GASOLINE SERVICE STATIONS	13,000
6391 CAR WASHES	700
6399* OTHER MOTOR VEHICLE SERVICES N.e.c.	1,200
 656 MOTOR VEHICLE DEALERS	
6311 AUTOMOTIVE (NEW) DEALERS	2,400
6312 AUTOMOTIVE (USED) DEALERS	1,600
 665 MEN'S CLOTHING STORES	
6121 MEN'S CLOTHING STORES	2,300
 667 WOMEN'S CLOTHING STORES	
6131 WOMEN'S CLOTHING STORES	4,100
6141* CLOTHING STORES N.e.c.	3,400
 669 CLOTHING AND DRY GOODS STORES, n.e.s.	
6141* CLOTHING STORES N.e.c.	3,400
6151 FABRIC AND YARN STORES	2,000
6599* OTHER RETAIL STORES N.e.c.	4,700
 673 HARDWARE STORES	
6531* HARDWARE STORES	2,900
6532 PAINT, GLASS AND WALLPAPER STORES	900
 676 HOUSEHOLD FURNITURE AND APPLIANCE STORES	
6211 HOUSEHOLD FURNITURE STORES (with appliances and furnishings)	1,000
6212 HOUSEHOLD FURNITURE STORES (without appliances and furnishings)	1,100
6221 APPLIANCE, TELEVISION, RADIO, AND STEREO STORES	1,600
6222 TELEVISION, RADIO AND STEREO STORES	2,400
6231 FLOOR COVERING STORES	900

\* Denotes 'Part of'

ANNEX 'C' CONT'D

CONVERSION OF SELECTED SMALL BUSINESS, 1970 S.I.C. CODES  
TO 1980 S.I.C. CODES

	1982 ESTIMATES OF FIRMS
6232 DRAPERY STORES	900
6239 OTHER HOUSEHOLD FURNISHINGS STORES	1,100
6342* TIRE, BATTERY, PARTS AND ACCESSORIES STORES	2,500
6531* HARDWARE STORES	2,900
6582* GIFT, NOVELTY AND SOUVENIR STORES	3,300
6591* SECOND-HAND MERCHANDISE STORES N.e.c.	2,500
6599* OTHER RETAIL STORES N.e.c.	4,700
 681 DRUG STORES	
6012* FOOD (Specialty) STORES	10,000
6031 PHARMACIES	2,600
6032 PATENT MEDICINE AND TOILETRIES STORES	500
 694 JEWELLERY STORES	
6561* JEWELLERY STORES	3,000
6591* SECOND-HAND MERCHANDISE STORES N.e.c.	2,500
 699 RETAIL STORES n.e.s.	
6321 MOTOR HOME AND TRAVEL TRAILER DEALERS	300
6322 BOATS, OUTBOARD MOTORS AND BOATING ACCESSORIES DEALERS	700
6323 MOTORCYCLE AND SNOWMOBILE DEALERS	800
6329 OTHER RECREATIONAL VEHICLE DEALERS	100
6412* GENERAL STORES	2,100
6522 LAWN AND GARDEN CENTERS	300
6541 SPORTING GOODS STORES	2,500
6542 BICYCLE SHOPS	400
6551 MUSICAL INSTRUMENT STORES	1,300
6552 RECORD AND TAPE STORES	400
6571 CAMERA AND PHOTOGRAPHIC SUPPLY STORES	500
6581 TOY AND HOBBY STORES	900
6582* GIFT, NOVELTY AND SOUVENIR STORES	3,300
6591* SECOND-HAND MERCHANDISE STORES N.e.c.	2,500
6592 OPTICIANS' SHOPS	800
6593 ART GALLERIES AND ARTISTS' SUPPLY STORES	1,100
6594 LUGGAGE AND LEATHER GOODS STORES	300
6595 MONUMENT AND TOMBSTONE DEALERS	100
6596* PET STORES	500
6597 COIN AND STAMPS DEALERS	300
6598 MOBILE HOME DEALERS	300
6599* OTHER RETAIL STORES N.e.c.	4,700
6911 VENDING MACHINE OPERATORS	700
6921* DIRECT SELLERS	8,600
9999* OTHER SERVICES N.e.c.	4,600
 735 INSURANCE AND REAL ESTATE AGENCIES	<hr/>
7292* ESTATE, TRUST AND AGENCY FUNDS	<hr/>
7299* OTHER INVESTMENT INTERMEDIARIES N.e.c.	13,000
7611 INSURANCE AND REAL ESTATE AGENCIES	15,200
7799* OTHER BUSINESS SERVICES N.e.c.	

\* Denotes 'Part of'

ANNEX 'C' CONT'D

CONVERSION OF SELECTED SMALL BUSINESS, 1970 S.I.C. CODES  
TO 1980 S.I.C. CODES

1982  
ESTIMATES  
OF FIRMS

	1982 ESTIMATES OF FIRMS
737 REAL ESTATE OPERATORS	
4491 LAND DEVELOPERS	6,400
7511 OPERATORS OF RESIDENTIAL BUILDING AND DWELLINGS	21,100
7512* OPERATORS OF NON-RESIDENTIAL BUILDINGS	6,300
7599 OTHER REAL ESTATE OPERATORS	2,600
7799* OTHER BUSINESS SERVICES N.e.c.	15,200
849 OTHER AMUSEMENT AND RECREATION SERVICES	
7512* OPERATORS OF NON-RESIDENTIAL BUILDING	6,300
9631* ENTERTAINMENT PRODUCTION COMPANIES AND ARTISTS	2,200
9641 PROFESSIONAL SPORTS CLUBS	100
9642 PROFESSIONAL ATHLETES AND PROMOTERS ON OWN ACCOUNT	200
9643 HORSE RACE TRACKS	700
9644 OTHER RACE TRACKS	100
9652 CURLING CLUBS	100
9653 SKIING FACILITIES	100
9654 BOAT RENTALS AND MARINAS	700
9659 OTHER SPORTS AND RECREATION CLUBS	500
9661 GAMBLING OPERATIONS	500
9692 AMUSEMENT PARK, CARNIVAL AND CIRCUS OPERATIONS	100
9693 DANCE HALLS, STUDIO AND SCHOOLS	500
9694 COIN-OPERATED AMUSEMENT SERVICES	700
9695 ROLLER SKATING FACILITIES	100
9696* BOTANICAL AND ZOOLOGICAL GARDENS	100
9699* OTHER AMUSEMENT AND RECREATIONAL SERVICES N.e.c.	1,200
9821* BUSINESS ASSOCIATIONS	—
853 COMPUTER SERVICES	
7721 COMPUTER SERVICES	2,700
7722 COMPUTER EQUIPMENT MAINTENANCE AND REPAIR	100
862 ADVERTISING SERVICES	
4513* NON-SCHEDULE AIR TRANSPORT, SPECIALTY, INDUSTRY	300
7741 ADVERTISING AGENCIES	1,300
7742 MEDIA REPRESENTATIVES	100
7743 OUTDOOR DISPLAY AND BILLBOARD ADVERTISING	200
7749 OTHER ADVERTISING SERVICES	—
7799* OTHER BUSINESS SERVICES N.e.c.	15,200
867 OFFICES OF MANAGEMENT AND BUSINESS CONSULTANTS	
7771* MANAGEMENT CONSULTING SERVICES	7,700
7799* OTHER BUSINESS SERVICES N.e.c.	15,200
869 MISCELLANEOUS SERVICES TO BUSINESS MANAGEMENT	
4839* OTHER TELECOMMUNICATION INDUSTRIES	100
4842 COURIER SERVICE INDUSTRY	2,000
7739* OTHER ACCOUNTING AND BOOKKEEPING SERVICES	—
7759* OTHER SCIENTIFIC AND TECHNICAL SERVICES	—
7792 CREDIT BUREAU SERVICES	200
7793 COLLECTION AGENCIES	200
7794 CUSTOMS BROKERS	100
7795 TELEPHONE ANSWERING SERVICES	100
7796 DUPLICATING SERVICES	100
7799* OTHER BUSINESS SERVICES N.e.c.	15,200

\* Denotes 'Part of'

ANNEX 'C' CONT'D

**CONVERSION OF SELECTED SMALL BUSINESS, 1970 S.I.C. CODES  
TO 1980 S.I.C. CODES**

**1982  
ESTIMATES  
OF FIRMS**

872 BARBER AND BEAUTY SHOPS	
9711 BARBER SHOPS	3,100
9712 BEAUTY SHOPS	6,800
9713 COMBINATION BARBER AND BEAUTY SHOPS	700
876 SELF SERVICES LAUNDRIES AND OR DRY CLEANERS	
9723 SELF-SERVE LAUNDRIES AND OR DRY CLEANERS	1,400
879 MISCELLANEOUS PERSONAL SERVICES	
8649* OTHER NON-INSTITUTIONAL SOCIAL SERVICES	—
9792 FUR CLEANING, REPAIR AND STORAGE	100
9799 OTHER PERSONAL AND HOUSEHOLD SERVICES N.e.c.	2,600
881 HOTELS AND MOTELS	
9111 HOTELS AND MOTOR HOTELS	3,100
9112 MOTELS	3,000
9113 TOURIST COURTS AND CABINS	500
9114 GUEST HOUSES AND TOURIST HOMES	100
886 RESTAURANTS, CATERERS AND TAVERNS	
9211 RESTAURANTS, LICENSED	6,400
9212 RESTAURANTS, UNLICENSED (Including drive-in)	5,500
9213* TAKE-OUT FOOD SERVICES	4,800
9214 CATERERS	2,700
9221 TAVERNS, BARS AND NIGHT CLUBS	3,000
896 BLACKSMITHING AND WELDING SHOPS	
9942 WELDING	4,300
898 SERVICES TO BUILDINGS AND DWELLINGS	
9951 DISINFECTING AND EXTERMINATING SERVICES	300
9952 WINDOW CLEANING SERVICES	400
9953* JANITORIAL SERVICES	7,300
9959* OTHER SERVICES TO BUILDINGS AND DWELLINGS	1,700
899 MISCELLANEOUS SERVICES, n.e.s.	
7799* OTHER BUSINESS SERVICES N.e.c.	15,200
8599* OTHER EDUCATIONAL SERVICES	—
8645* HOME-MAKER SERVICES	—
8649* OTHER NON-INSTITUTIONAL SOCIAL SERVICES	—
9851 POLITICAL ORGANIZATIONS	—
9861 CIVIC AND FRATERNAL ORGANIZATIONS	—
9949* OTHER REPAIR SERVICES N.e.c.	1,500
9959* OTHER SERVICES TO BUILDINGS AND DWELLINGS	1,700
9999* OTHER SERVICES N.e.c.	4,600

\* Denotes 'Part of'





